

THE

U. S. Department of Agriculture

# NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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Title Registered in U. S. Patent Office.

FEBRUARY 12, 1927

If It's

**Rohe** "Regal"

The Quality Is Unexcelled

Sausage

Hams

Bacon

and

Lard



ROHE & BROTHER

Established 1857

527-543 West 36th Street

New York City

Export Office: 344 Produce Exchange

# 7000 Miles to buy "BUFFALO" MACHINES



*Two Australian Packers  
prove for themselves what the  
Best Sausage Making Equipment is!*

OR three months, two prominent Australian packers traveled over the United States and Canada, visiting practically every modern packing and sausage making plant and every factory manufacturing sausage machinery, in search of the best sausage equipment they could buy.

These men saw every type of machine in operation—they discussed the merits of "Buffalo" machines, as well as every other make of equipment with users.

## They Wanted the Best—and They Bought It!

Ten days before these men sailed for home, each placed an order for a "Buffalo" Silent Cutter and a "Buffalo" Grinder. This letter proves they are satisfied:

"You will be pleased to receive our report that the Grinder, and Buffalo Silent Cutter came to hand in excellent order.

"We have had same installed, and are very pleased to report that both the machines are very satisfactory and quite up to your high standards so well known for many years."

Yours faithfully,

Gippsland Co-operative Bacon Curing Co., Ltd.

(Signed) W. H. Nancarrow,  
Manager.

## JOHN E. SMITH'S SONS CO.

Patentees and Manufacturers

50 Broadway

Buffalo, N. Y.

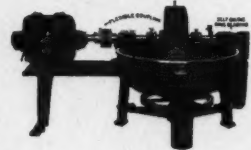
# BUFFALO

SILENT  
CUTTERS  
GRINDERS  
MIXERS  
STUFFERS

*Backed by 57 years experience building  
quality sausage making machines*

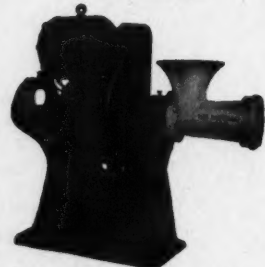
There are thousands of prominent users of "BUFFALO" machines throughout the world.

### "BUFFALO" Silent Cutter



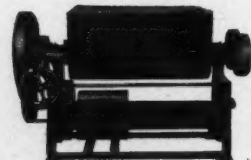
Produces the finest quality sausage meat.

### "BUFFALO" Meat Grinder



No more Grinder troubles when you install a "BUFFALO."

### "BUFFALO" Meat Mixer



Mixes meat most thoroughly in least time.

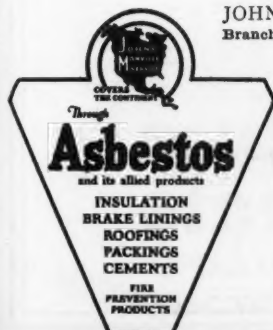


**I**F you're tired of replacing brake or friction blocks that char and wear out too soon—change to Asbesto-Metallic Brake Blocks. Engineers everywhere have put an end to frequent “shut-downs” by equipping their hoists and other industrial apparatus with them.

Made of selected Asbestos fibre combined with other minerals, these friction blocks can't rot, char or burn. They wear longer than other materials and are practically unaffected by heat, moisture or oily surfaces. You can always depend on them to grip powerfully and smoothly.

The way Asbesto-Metallic Brake Blocks last under gruelling wear has surprised more than one engineer.

JOHNS-MANVILLE CORPORATION, MADISON AVE. AT 41st ST., NEW YORK  
Branches in all large cities For Canada: Canadian Johns-Manville Co., Ltd., Toronto

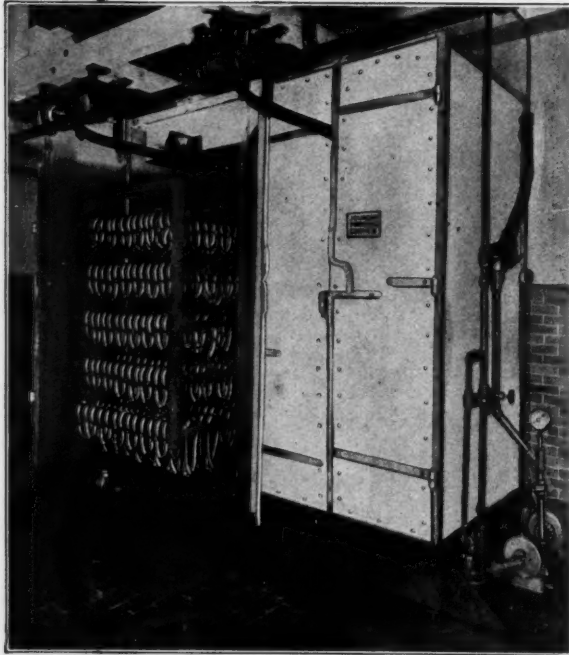


# JOHNS-MANVILLE

## ASBESTO-METALLIC BRAKE BLOCKS



# Solving the Sausage Cooking Problem



## The Latest Development in Sausage Cooking The Jourdan Process Cooker

(Patent Pending)

Not a Steam Box                      Not a Spray  
But a Temperature Controlled

### HOT WATER DOUCHE

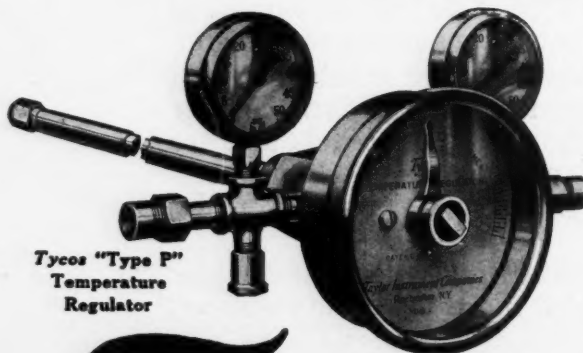
Perfected After Years of Experiments

Cooks quicker and with absolute uniformity on the rail—on the cage—on the stick; colors while cooking when desired. Product not touched by human hands. Saves time and labor—quickly pays for itself. Improves product both in quality and appearance. Many other advantages make it a practical necessity in any sausage plant.

*Write Today for Full Details*

**JOURDAN PROCESS COOKER CO., 814-832 W. 20th St., Chicago**

## For Meat Processing use *Tycos* Temperature Instruments



*Tycos "Type P"*  
Temperature  
Regulator

They will indicate, record or control any temperature that you use in the preparation of your products.

Long years of use in every industry have shown the economy of standardizing on these sturdy, reliable temperature instruments.

*Taylor Instrument Companies*  
ROCHESTER, N. Y., U. S. A.

Manufacturing Distributors  
in Great Britain  
Short & Mason, Ltd., London

Canadian Plant  
Tycos Building  
Toronto

# *Tycos* Temperature Instruments

INDICATING - RECORDING - CONTROLLING



# Every Sausage Maker Wanting Speed and Production Will Use These New Type "Boss" Sausage Machines Guaranteed and Proved to Eclipse all Others



## The New Boss Meat Grinders

Nos. 61 and 64

Capacity: 6,000 to 9,000 lbs.  
per hour

Have steel cylinder, feed-screws and ring. Motor is encased in frame, assuring best protection.

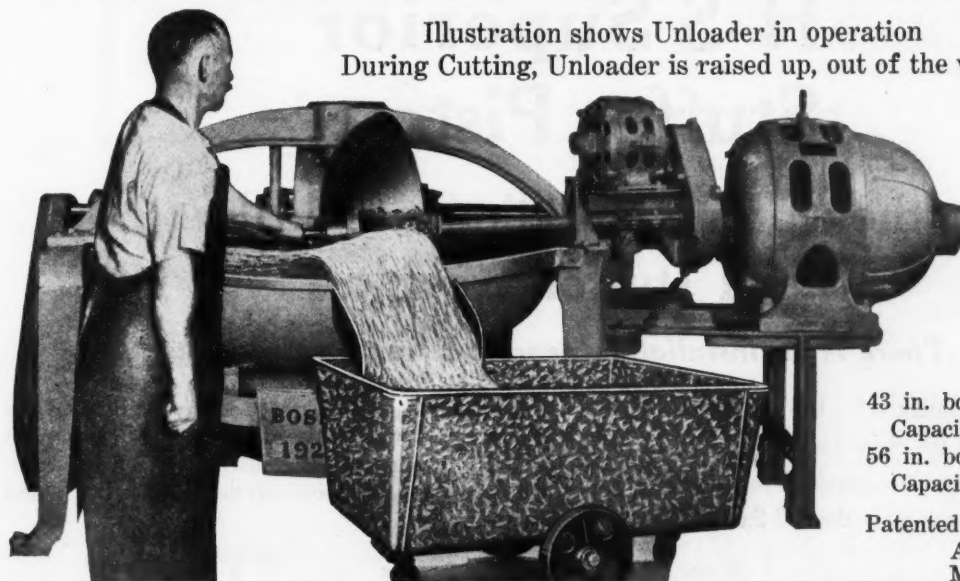
Every user is highly pleased  
with the noiseless, fast  
and perfect work of  
these wonderful  
"Boss" Grinders and Cutters

Encased  
Silent Chain  
Motor Drive

## New Sanitary "BOSS" CUTTER for High Grade Sausages

Cleanest, speediest and simplest discharge of meat from level bowl

Illustration shows Unloader in operation  
During Cutting, Unloader is raised up, out of the way



43 in. bowl, 7 knives.  
Capacity, 250 lbs.  
56 in. bowl, 9 knives.  
Capacity, 500 lbs.

Patented:

April 28, 1925  
May 4, 1926

## THE CINCINNATI BUTCHERS' SUPPLY CO.

CHICAGO BRANCH  
3907-11 S. Halsted St.

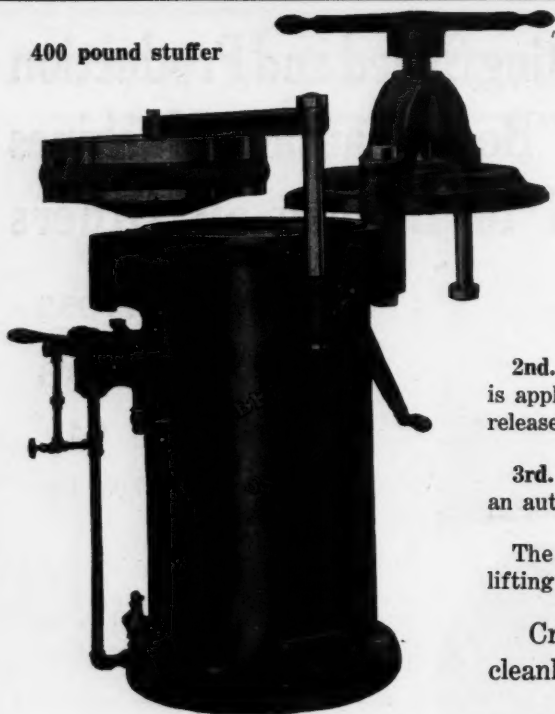
Killing  
Outfits

Manufacturers  
"BOSS" Machines

Sausage & Rendering  
Outfits

Factory and Main Office: 1972-2008  
Central Ave., CINCINNATI, OHIO

400 pound stuffer



## Crescent Pneumatic Stuffers

100, 200 and 400 pound capacities

Original and exclusive features incorporated in this equipment.

1st. Danger from explosions is eliminated, as there is a safety valve in the pipe line, making it impossible to get an excessive pressure.

2nd. Automatic attachment locks the head when pressure is applied, and the head cannot be opened until pressure is released.

3rd. Piston cannot be blown out when head is open, as an automatic attachment locks the operating valve.

The 400-pound stuffer is the only one having the piston lifting device. Only one man required for this operation.

Crescent stuffers built for heavy duty, speed, cleanliness and economical operation.

## B. F. Nell & Company

620 W. Pershing Road

*Manufacturers of Equipment and Supplies for the Meat Industry*

Chicago, Ill.

*Don't delay installing*

## H-S Superior Stuffer Pistons

**they positively eliminate leaks  
and stuffer troubles**

*There is an installation near you, name on request*

We absolutely guarantee the H-S Superior Stuffer Piston to do what we claim for it, and guarantee our packing for two years, provided your stuffer wall is not scored. We can make the H-S Stuffer Piston to fit

your present stuffer. All that you have to do is give us the exact diameter, name of maker, and capacity of stuffer. If you are in the market for a new stuffer, insist that it be equipped with the H-S Superior Stuffer Piston.

*Write now for details and price*

## Van Hooydonk & Schrauder

P. O. Box 67

Monroe, Mich.



# The new ANDERSON Expeller—

*The simplest, strongest and  
most economical Expeller  
Press ever constructed*

## Many Improvements Increase Efficiency

These improvements make the Anderson Expeller easier to operate, more reliable in service and of greater capacity.

### Two Year Test

This new expeller was thoroughly tested for over two years before being offered to the meat packing industry. The results which we have obtained with it bear out our every claim for it.

It has a greater capacity of cracklings produced, containing an average of 7% fat.

*An Anderson Expeller will save  
you time and increase your  
profits from cracklings*

### Choke Arrangement Replaces Cone Point

This improvement alone justifies our claims for this new Anderson Expeller. The choke operation has the principal advantage of remaining stationary while the stock is being discharged. This eliminates the rotary grinding action which was present in the cone point.

The choke can be adjusted while the Expeller is in operation and the adjustment is much finer. A gauge shows thickness of the cake being discharged.

### Many Parts Eliminated

The choke adjustment eliminates a number of troublesome parts necessary for the old cone point including the cone head, release gears, locking gear nut, and threaded sleeve.

### Many Other Adjustments

have been built into this new R. B. Expeller but we haven't space to tell you about them here. Write for complete information and prices.

# The V. D. Anderson Co.

1935 W. 96th Street

Cleveland, Ohio



## The Enterprise No. 1156 Chops 3,000 Pounds an Hour

For the sausage maker or packer who desires this capacity, here is the ideal chopper.

The distance from ring to floor is 26½ in. Permits carrier to be run under chopper.

Fitted with 7½ h. p. motor, it is a fast, power machine.

The No. 1156 is economical to operate and high in production efficiency.

Three plates furnished with each machine, one fine, one medium and one coarse. Also three knives.

No matter what your chopping problems may be "Enterprise" experts can help you.

Our fifty years' experience is at your disposal.

Send for catalog showing the entire "Enterprise" line.



**THE ENTERPRISE MFG. CO., OF PA.,  
Philadelphia, U. S. A.**

THE MOLD



## "Perfection" TWO-PIN SAUSAGE MOLD

THE PRODUCT



Investing a few dollars in this modern equipment will help your sausage department show greater dividends than ever before.

**SAUSAGE MOLD CORPORATION**

LOUISVILLE, KY.

Incorporated

MADE IN U. S. A.

## H. & H. Electrical Pork Scribe Saw

Eliminates Scribe Marks—Increases Belly Yields  
Reduces Operating Costs—Makes Larger Profits

Replaces old method of hand scribing—Reduces Sales Resistance  
Avoids miscut loins originating at the scribe.

No ragged edges of bone left on loin or spareribs making it easier to pull loin, and improving appearance.

Lifting of ribs made easier due to no ragged edges of bone, also making it possible to raise ribs without removing part of belly meat.

Results: Rib yield lower, belly yield increased.

Adjustable guard will scribe large or small hogs.

No radical changes necessary to install machine to realize its merits.  
Improves all pork product so that there is no comparison between machine scribing and hand scribing.

**BEST & DONOVAN**

Sole Distributors

332 S. Michigan Ave.

Chicago, Ill.



## The New Improved Bausman Hog Scalding

No longer are you compelled to use hoisting appliances. No heavy lifting to get the hog from the bath. Will save half the time originally required to scald. Furnished with or without fire box for heating water.

Ask your Supply House for details or write us direct

**Bausman Manufacturing Co., Millersville, Pa.**

# DICK'S

How easy it is to cut your meat

**JUST RIGHT**


when you use a

**DICK'S CLEAVER AND KNIFE**

and the **DICK'S STEEL** will give them

**THE PROPER EDGE**

Your Guarantee

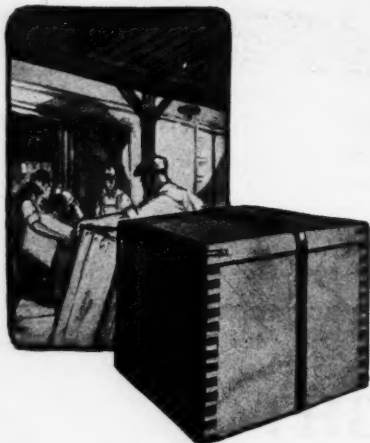
TRADE MARK  **F.DICK**

**ALBERT JORDAN CO.**

20-26 West 22nd Street

NEW YORK

**SOLE AGENTS**



## Do Shipping Losses Cut Your Profits?

Is a large part of your overhead tied up in expenses brought about through the loss of perishable and semi-perishable goods in transit?

Then let us show you how to reduce these losses through the use of Balsa Boxes—the container made from wood that is lighter than cork, strong as pine, complete insulation against both heat and cold.

Price quoted on boxes made according to your own specifications.

**THE FLEISCHMANN TRANSPORTATION COMPANY**

*Balsa Box Department*

699 Washington Street

New York

**Repeat Orders for —**

*Mundet Jointite Cork Board*  
TRADE MARK

## Signify Satisfied Customers

Of the large number of cork insulation jobs in the packing and storage plant field completed by us during the past year, the majority were repeat orders from satisfied customers.

The House of Mundet gives the best that can be had to meet the requirements of its clients and allows nothing to stand in the way of this service.

Each problem is carefully studied with but one object in mind, i. e., to give the client that which is the very best, using only the highest grade materials at the lowest possible cost for such products.

When you have a low temperature insulation problem, our organization will be glad to work on it for you without obligation. Mundet has Practical Refrigerating Construction Engineers in all of the principal cities of the United States.

**L. Mundet & Son, Inc.**

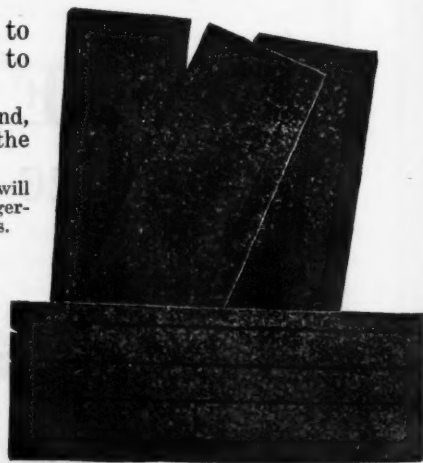
*Established 1865*

HILLSIDE,

New York Office: 461 Eighth Ave.

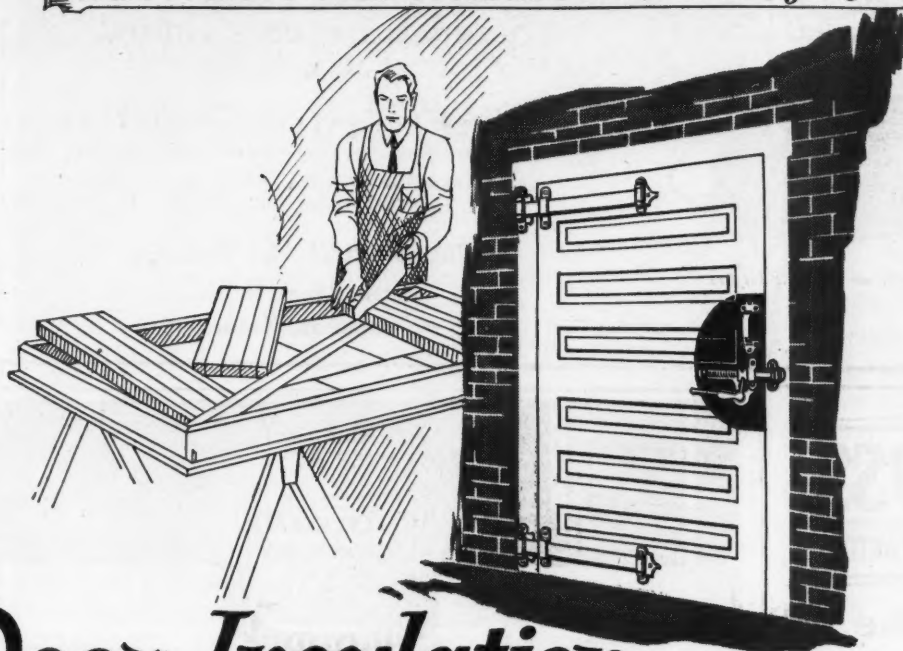
NEW JERSEY

Also Manufacturers of Jointite Pure Cork Sectional Pipe  
Covering and Moulded Fitting Covers





## FACTS ABOUT COLD STORAGE DOORS ~ No. 2 of a Series



# Door Insulation ~ is as important as wall insulation

You would never take chances on the insulation of the walls of your cold storage compartments. And the insulation of your doors is equally important. Whether through walls or doors, temperature losses are always exceedingly expensive.

So in buying cooler or freezer doors, never select doors insulated with anything but those materials that have proven their value over a reasonable period of time. And this insulation should be of the same kind and thickness as used for the wall in which the door is installed.

Use Jamison Doors, and you'll know your doors are as well insulated as your walls. In Jamison Doors only standard, time-tested insulating materials are used. These materials are always tightly packed and fitted in the door, and carefully sealed against moisture and dampness with hot asphalt or waterproof insulating paper.

*Install Jamison Doors, and be sure of full protection. Send for our Catalog, giving all the facts.*



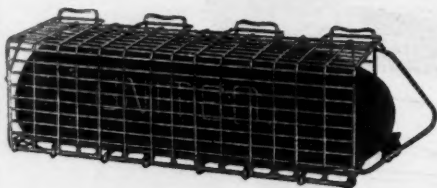
Send for new Catalog No. 13, giving complete information on Jamison Cooler and Freezer Doors, Automatic Ice Chutes, and other Jamison Products.

# Jamison Doors

Jamison Cold Storage Door Co.

Hagerstown, Maryland, U. S. A.

*The only one piece mold—no pins  
necessary for fastening mold closed*



*Mold furnished with or without letters*

## **A Sausage Mold That Does Not Infringe**

### **Standardize on "United"**

#### **Patented Molds**

Patent Claims Filed June, 1924—Issued Aug. 11, 1925  
Patented Under Letters Patent No. 1549488

Customers guaranteed protection against litigation proceedings

Consult your Jobber or write us direct concerning your  
requirements on molds for 1927

**United Steel & Wire Co.**

**Battle Creek, Mich.**

**Atchison, Kans.**



## **Protect the Product**

HY-GLOSS Paraffined Cartons are unexcelled; are used by the leading Oleo Manufacturers of the country. They attract the attention of the discriminating buyer.

**National  
Carton Company  
Joliet, Ill.**

## **OAKITE CLEANS**

**better—cheaper—faster**

**T**HERE is an easy, quick way for superintendents and purchasing agents of packing plants to find out how to clean ham boilers, ham racks, trimming tables, meat choppers, floors and equipment better, cheaper and faster. Simply ask to have one of our service men call. He will demonstrate, under actual working conditions. Then compare results. A post card to us will bring him to you. No cost or obligation.

OAKITE IS MANUFACTURED BY  
OAKITE PRODUCTS, INC.  
204 Thames St., New York, N. Y.  
(Formerly OAKLEY CHEMICAL CO.)

**OAKITE**  
*Industrial Cleaning Materials and Methods*



## **Wins the business in a competitive market**

This package dominates no matter where it is displayed. It wins sausage meat sales in highly competitive markets. It best represents quality. Keeps its contents fresh and clean. Its use means larger sales volume. Made in sizes to ten pounds. Printed in one or more colors. Ask for convincing samples.

**KLEENKUP**

**The Package That Sells Its Contents**



**MonoService Co.**  
NEWARK NEW JERSEY



**Paterson**  
*Vegetable Parchment*  
is made for the increasing number of people who will have only the best because they have found the soundest economy lies in quality.

## *A Delicious Treat*

**W**HAT could be more appetizing than a freshly opened carton of choice Sliced Bacon neatly packed in *Paterson Vegetable Parchment*?

A liner of Genuine Parchment is really needed in this *DeLuxe Package* to keep the grease from soaking through and spoiling the attractiveness of the outside of the carton in addition to giving full protection to the contents.

Our Carton Liner Department is highly specialized in the making of fancy Parchment Liners for Sliced Bacon Cartons, both plain and printed. The unusual facilities of this Department are always extended in the service of our customers.

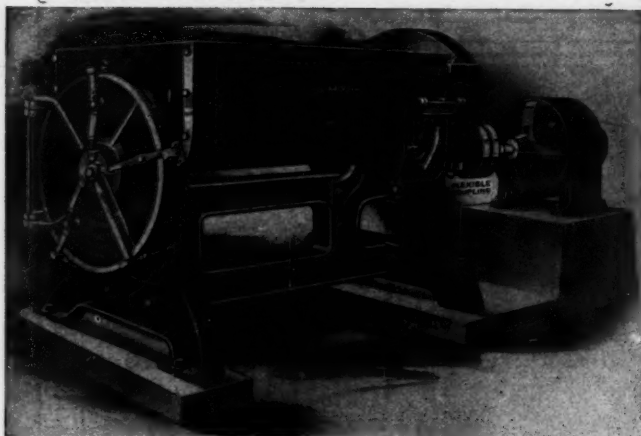
**The Paterson Parchment Paper Co.**

Passaic, New Jersey

Chicago

San Francisco





IN THIS WORLD

## The Greatest Meat Cutter and Mixer Combined

*Sanitary Beyond Comparison*

Replacing Other Equipment Everywhere

*Write for Prices*

**The Hottmann Machine Company**

3325-43 Allen St.

PHILADELPHIA, PA.



MEAT TRUCK NO. 26

Watertight body of heavy gauge galvanized steel; easy to clean; mounted on two 40" dia., 3" face steel wheels.

OVERALL DIMENSIONS

	Length	Width	Height	Weight
Tank .....	42"	26"	18"	
Truck .....	50"	42"	45"	200 lbs.

**MARKET FORGE CO.**

EVERETT, MASS.

Making Trucks and Tanks Since 1897

Write for our catalog

## —A Super-Sanitary Belly Curing Box— Without An Equal



Box is made of No. 12 gauge steel, seams welded. Galvanized after fabrication. Corners and bends well rounded. No bolts or rivets used, making the inside perfectly smooth.

Cover is made of 1"x6" D. & M. odorless and tasteless lumber. Compression strips are nailed from the outside which method eliminates rust contamination from products. Reinforced with three oak boards and fitted with galvanized hinge bars.

Size 24"x36"x21" on inside  
Capacity about 625 pounds

INQUIRIES SOLICITED

**The Globe Company**

822-26 W. 36th Street  
CHICAGO

Write for Catalog

**KRAMER**

*Improved*

**Hog Dehairing  
Machines**

L. A. KRAMER CO.,  
111 W. Jackson Blvd., Chicago

**AMERICAN  
INSTRUMENTS**

for the promotion of efficiency in the packing, sausage making and allied industries. They cut out guesswork and do away with shrinkage, underdone or overdone and off color products.



Write for Packing  
House Text Book  
N-49.  
American Schaeffer  
& Budenberg Corp.  
333 Berry St.,  
Brooklyn, N. Y.



## Chill Hogs the Modern Way

QUICKLY—To secure rapid turnover  
THOROUGHLY—To avoid souring troubles  
PROPERLY—To avoid frost in the meat  
ECONOMICALLY—To save 25% refrigeration  
**BLOOM'S SYSTEMS OF BRINE SPRAY  
REFRIGERATION**

Unequalled for Quick Chill  
Combine Engineering Skill with Wide Experience

Brine Spray Refrigeration  
Hilger No-Freeze-Back Valves  
Hilger 3-Way Ammonia Valves  
Brine Spray Nozzles

Air Conditioning Systems  
Humidifying and Drying  
Cooling and Ventilation  
Summer Sausage Drying

**S. C. BLOOM & COMPANY**

Engineers—Contractors—Manufacturers

Monadnock Block

"Specialists to Packers"

Chicago, Ill.

## *Now is the Time*

to check up your ham boiling department  
and get your equipment ready for  
the seasonal rush.

Remember—worn out, damaged, or obsolete  
Ham Boilers can be traded in on the pur-  
chase of new ones. Send for our schedule.



## **HAM BOILER CORPORATION**

**1762 Westchester Avenue**

**New York City**

**Factory: Port Chester, N. Y.**

**European Representative: The Brecht Co., 6 Stanley St., Liverpool and 12 Bow Lane, London**

**Canadian Representative: Gould, Shapley & Muir Co., Ltd., Brantford, Ontario**

The Man Who  
Knows.



The Man You  
Know.

## The Secret of Sausage Success is a Perfect Cure

Our H. J. MAYER Special NEVERFAIL Curing Compound is a formula for curing sausage materials, hams, and bacon which will enable you to place your goods on the market in a very short time.

It prevents your sausage from turning green; protects your product not used at cured age, and helps to keep meat from getting "short."

We make *Practical Demonstrations with our own goods* and help our customers remedy their troubles.

Your success is our aim.

### H. J. MAYER & SONS CO.

6821-23 S. Ashland Ave.

CHICAGO, ILL.

Makers of the Famous GENUINE H. J. MAYER Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), and Rouladen Delicatessen Seasonings

All our Products are guaranteed to comply with the B. A. I. regulations

## Trouble with your cure?

When curing pickle ferments look out for sour meats!

Sugar in your pickle may be the cause of this trouble.

Have you tried the new curing sugar made specially for meat curing?

## Godchaux's CURING SUGAR

tested by the Research Department, Institute of American Meat Packers, assures you

Quality Product,  
Uniformity of Cure and  
Material Saving in Cost

#### PRICE

In 100 lb. Bags.....\$5.70  
per cwt. f.o.b. Reserve, La.

In 250 lb. Bags.....\$5.00  
per cwt. f.o.b. Reserve, La.

Subject to usual sugar trade terms of  
3 per cent cash discount.

Specially prepared for the  
Meat Industry in the modern  
Sugar Refinery of

GODCHAUX SUGARS, INC.

Godchaux Building,  
NEW ORLEANS, LA.

Let us have your inquiries. Delivered  
prices, both carloads and less than  
carloads, quoted on request.

#### Standard 1500-lb.



Ham  
Curing  
Casks

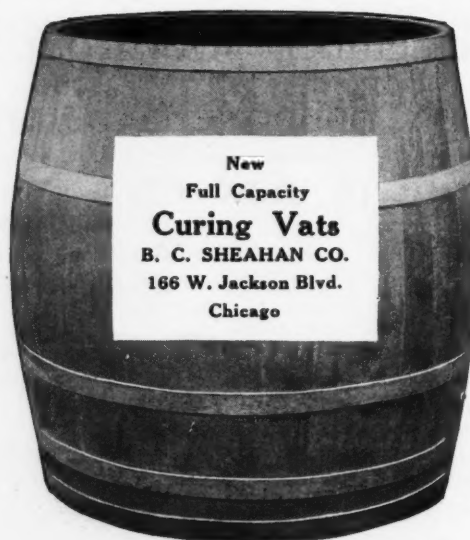
Manufactured by

Bott Bros. Mfg. Co. WARSAW ILLINOIS

Write for Prices and Delivery

#### DOZIER

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New  
Full Capacity  
Curing Vats  
B. C. SHEAHAN CO.  
166 W. Jackson Blvd.  
Chicago



#### Shipping Containers

Made in two sizes—30- and 50-gallon capacity. Drums are of 16-gauge galvanized steel, reinforced around the top with  $\frac{1}{2}$ " steel pipe, over which sides are rolled and pressed, forming a substantial roll top. Bottoms double seamed and reinforced with  $1\frac{1}{2} \times \frac{1}{4}$ " angle-iron welded and crimped on. No rivets used in the construction. Handles of same general construction as on all our containers only of much heavier material.

Heavy cast brass nameplate attached to each container.

Both sizes used as returnable hard containers. Also practical in offal and cutting departments. Sold either with or without covers.

#### Dubuque Steel Products Co.

Sheet Metal Dept.  
Kretschmer Manufacturing Co.  
Dubuque, Iowa

50 Gallon 22" diam., 28" high.

50 gal., without cover.....\$7.00

50 gal., with cover.....\$8.00



**Flavor****Color**

# *Why risk your meats, your profits, your reputation when you can Be Safe and Sure*

"LAVIN'S PRAGUE-HANSA PICKLING SALT" possesses the quality of penetration, cures rapidly and safely, produces a very fine flavor and adds to the attraction of the product.

"Lavin's Prague-Hansa Pickling Salt" cures Hams for boiling in 5 to 8 days, producing a healthy color and better flavor. By using Lavin's Prague-Hansa method the Hams gain 10 to 15% in weight.

It cures Bacon in brine from 3 to 5 days with excellent flavor and color.

It cures dry-cure-box Bacon from 8 to 50 days, if you wish it.

For Sausage materials there is nothing that will excel it. It produces a teasing, appetizing color, fine flavor and adds to absorption and binding qualities, saving 3 to 5 lbs. shrinkage on each 100 lbs. of meat.

## ***Prague Salt Passes B. A. I. Inspection***

The successful and constant use of this Imported German curing salt by the Stark Provision Co. of Canton, Ohio, and hundreds of other packers and sausage makers substantiates our claims of its marvelous success.

Harry Lavin has assigned his German contract to The Griffith Laboratories, who are now the sole importers of Lavin's Prague-Hansa Pickling Salt and Prague Salt.

The name Lavin's Prague Hansa Salt Co., is discontinued and this imported pickling salt may be obtained from The Griffith Laboratories, Warehouses at Brooklyn; Canton, Ohio; Chicago, Ill.; Los Angeles, Calif.; and Toronto, Canada; or R. T. Randall & Co., of Philadelphia.



## **GRIFFITH LABORATORIES**

4103 S. La Salle Street,

Chicago, Ill.



Trade Mark



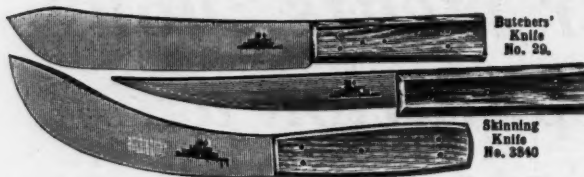
1750

The Best Then

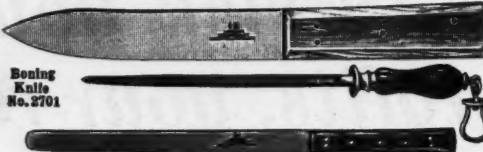
The World is flooded with Cheap imitations of Butchers' Knives, many of which are of very little use for the purposes for which they are made. Those that pay and wear, giving the greatest satisfaction to the user, are those made from

## JOHN WILSON'S World-Renowned Double Shear Steel

Which are all Hand Forged and all the modern means of production being observed. They have stood the test for 177 years and the demand is greater than ever.



Butchers' Knife No. 29.



Boning Knife No. 2701

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CAUSTIC SODA  
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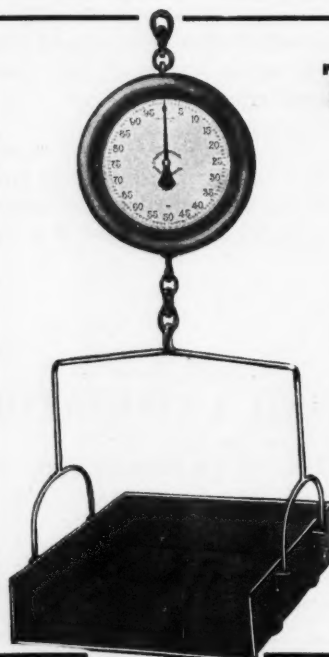
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WHEN you get a scale made of the finest materials, built on the most improved design by master workmen, you naturally think that is all you can expect. But in the Chatillon Thermoseal Scale you get more. You get the assurance that no matter what the temperature is, the scale will always weigh accurately, for it is fitted with an automatic, thermostatic device that corrects the scale for any variations due to the expansion and contraction of working parts, caused by hot or cold weather. This Scale is now Standard Equipment with Packers.

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Ave. A., cor. 20th St., New York, N. Y.**Sewed Casings Exclusively**

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**"NIAGARA BRAND"**Genuine Double Refined Saltpetre (Nitrate of Potash) and Double  
Refined Nitrate of Soda*"The old reliable way to cure meat right"*Also Refined Nitrite of Soda. All Complying with Requirements of the B.A.I. Also "Bound Brook Brand" Refined  
Granulated Salt.MANUFACTURED BY  
Established 1840**BATTELLE & RENWICK**80 MAIDEN LANE  
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# Lincoln's Birthday

President Lincoln  
first took office in  
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. . . eight years previous this  
company was established and  
is now in its seventy-fourth  
year of service to the packer  
and sausage manufacturer—  
years of experience assuring  
sausage casings . . . . .

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## BRECHT CASING COMPANY

Established 1853

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B. A. I. Requirements

*The King of Nitrates*

Write for Prices  
Immediate Deliveries

## Double Refined Nitrate of Soda

Prompt Shipment

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Cleaners and Importers Sheep  
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Importers, Exporters and Cleaners of Sausage Casings. A large  
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Established 1903

12 COENTIES SLIP, NEW YORK

## Cudahy's Selected Sausage Casings

CAREFULLY CLEANED Hog · Beef · Sheep UNIFORMLY SELECTED

The Cudahy Packing Co. U.S.A. III W. MONROE ST. CHICAGO, ILL.

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Packing House Products

Branch Houses All Over  
Northern Europe

Established 1868

H. Leube, Sr. H. Leube, Jr.  
Sole Proprietors  
Correspondence Solicited  
Own Big Warehouses on the  
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### BEEF, HAM and SHEEP BAGS

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The Biggest Authority  
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Your Own Good Sense  
Should Tell You**

**Just This:**

**Hold on to Your Home Owned Power Plant**

In a former ad we told how the Cotton Mills in the South were putting in Steam Power Plants and mentioned the Balfour Mills, Smyth, N. C.

We also quoted a leading engine builder saying in his advertisement, "35 per cent of the engines sold replaced central station current."

Now listen to this:

In 1922 the great cotton mills of the John Farnum Co. of Lancaster, Pa., equipped with new Ridgway Elevator and changed over to the Ridgway Steam Hydraulic System.

The Public Service man got his work in and the John Farnum Co. attached to the outside power, but held on to the Ridgway Elevators.

Much could be written, but here's an item from The Lancaster Intelligencer of Aug. 9th that tells the whole story.

**Lightning Puts Out Farnum Power System**

The electric power system at the John Farnum Cotton Mills, South Prince Street, was burned out on Saturday afternoon when a high tension wire was struck by lightning. Fire Chief Charles Kegal and Engine Company No. 1 responded.

There are Countless advantages in the Home Owned Power Plant. You always hold the lines. You always have your hand on the wheel.

But the greatest advantage is you can have perfect elevator service because you can

**"HOOK 'ER TO THE BILER"**

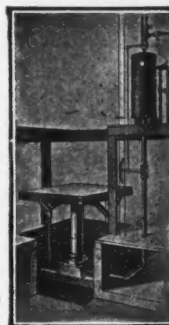
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Over 3,000 in daily use

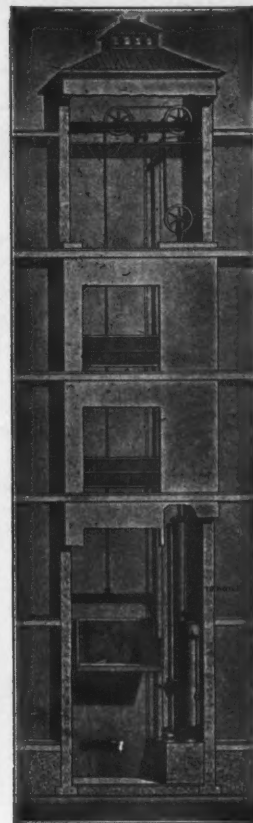
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**Uncle Jake says—**

**THE PRODUCT—THEN PROTECTION**

Modern business feeds on ideas—marketing ideas—with manufacturer and merchant ever on the lookout.

A good product, of course, is the first essential idea but a good product properly protected is a marketing combination that invites a profitable volume of business at top-notch prices.

The K.V.P. Research Department will gladly make investigation to clear up any point of doubt, or to suggest the proper wrapper to insure your product reaching the consumer's table in first class condition.



*Uncle Jake*  
of the

**KALAMAZOO VEGETABLE PARCHMENT CO.**

KALAMAZOO, MICHIGAN

*Waxed and Parchment Papers Protect the Nations Food.*

## For Keeping Plant and Office Clean—Armour's Lighthouse Cleanser and Washing Powder

The problem of keeping plant and office clean, in the packing industry, is a big one.

Powerful dirt removers frequently are necessary. Quick, efficient, and economical results must be had.

We use, and can recommend Armour's Lighthouse Cleanser and Armour's Lighthouse Washing Powder—excellent twin products.

Use Lighthouse Cleanser for the heavy-

duty work, the cleaning of floors, especially tile floors, and lavatories. It is an abrasive cleanser.

Use Lighthouse Washing Powder for the lighter work—the general scrubbing and cleaning, and the washing of woodwork. It is a soap product.

Quality and price are an inducement in both these products. Four hundred Branch Houses insure speedy delivery.



For more detailed information as to price, quality, delivery, etc., just drop us a line. Armour and Company, Industrial Soap Dept., 1355 West 31st Street, Chicago.

### Armour's Lighthouse Washing Powder

A general cleaning compound for cleaning floors, woodwork, windows and for all other purposes. Packed in 25-lb. Pails, 125-lb. Kegs, and 250-lb. Bbls.

### Armour's Lighthouse Cleanser

A combination of natural cleansing agents, refined and powdered. Contains no caustic. Will not hurt the hands. Packed in 25-lb. Pails, 125-lb. Kegs, and 300-lb. Bbls.

# Armour's LIGHTHOUSE Cleanser and Washing Powder

# THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

PUBLISHED EVERY SATURDAY

Entered as second-class matter at the post office at Chicago, Ill., under the act of March 3, 1879.

Vol. 76

Chicago and New York, February 12, 1927

No. 7

## Odors in the Meat Packing Plant

**Prompt and Efficient Handling of  
Product Will Avoid Most Trouble  
Chlorine for Unavoidable Odors**

### I — Methods of Chlorine Treatment

Packing plants ought to be free from objectionable odors.

There is no reason to believe that there must be bad smells just because a plant is handling highly perishable animal by-products.

*If product is handled promptly and in a strictly fresh condition, most of the odors will be avoided before they have an opportunity to develop.*

It's a case where an ounce of prevention is worth a great many pounds of cure.

But some odors will develop as a result of processing certain products. These are the odors that must be gotten rid of after they have been formed in the plant.

How best to do this has been a puzzle to many packers who are anxious to have their plants absolutely unobjectionable.

A good superintendent or plant manager—who puts sanitation, neatness and the place of his plant in the community first—will take care of the first means of odor elimination or, rather, odor prevention.

He will not hold product for hours or days before it is rendered. He will handle everything directly it comes from the killing floor, and thus avoid spoilage, objectionable odors and an inferior finished by-product.

#### To Handle Unavoidable Odors

To do away with the other class of odors—those that develop inevitably during processing—some artificial means must be used.

There are numerous methods advocated. Packing house operators appear to have found chlorine the most efficient single chemical for the treatment of packinghouse odors.

Chlorine has been found to be very successful in handling of exhaust from

rendering and from drying tankage, as well as in eliminating odors resulting from tankwater evaporation. All of these are developed in the processing of inedible by-products.

While this chemical has been found to be very efficient, installation for its use must be right, or it will be found to be very expensive from more than one standpoint.

#### How to Install Chlorine System.

One principle of chlorine installation to get best results is stated by an expert as follows:

First, arrangement must be made to treat the ill-smelling gases with a spray of cold water, then train them through a chlorine treating chamber and dis-

charge them to a stack where they are carried away harmless.

Details of this method of handling both vapor and liquid condensate are described and illustrated in the following article prepared by an experienced packinghouse operating expert.

## One Way to Prevent Odors

By "The Observer."

The operation of a packing house in a manner to avoid complaints from residents in adjacent districts is sometimes a problem.

Various processes and chemical treatments have been advocated from time to time as being magical cure-alls for each and every odor generated around a packinghouse. The truth is that a large proportion of the odors from a packinghouse are the result of some negligence or carelessness, and no process or chemical treatment will abate such odors. One of the fundamentals of operating a packinghouse successfully is to handle all material so rapidly that nothing will have a chance to spoil and give rise to an offensive smell.

It might be stated as a general principle that any very offensive odor is an indication of poor management.

#### Some Odors Are Inevitable.

There are, however, certain odors inherent in the usual methods of processing, and which require supplementary treatment to render them unobjectionable. If these are properly treated, a packinghouse can be operated quite close to a residential district without causing dissatisfaction.

There is no one chemical treatment which will remedy all of these processing odors. Probably chlorine treatment is about as universal a remedy as any.

Chlorine treatment has been very successful in the handling of the exhaust from dry and wet rendering and from the drying of tankage. It has also been used sat-

## How's Your Tank House?

Don't let inedible offal lie around the plant for hours before it goes to the tank.

If you do the place will smell to "high heaven."

Cook everything promptly.

Where the plant is small and accumulation slow, arrange the kill so that offal can get to the tank in a reasonable length of time.

Don't think, just because you don't notice the smell around your plant, that no one else does.

The tank house can give the whole plant a bad name if improperly operated.

Keep the plant cleaned up all the time. Then adopt modern means to overcome unpleasant odors unavoidable in processing.



isfactorily for treating the condensate from tankwater evaporators.

Unless the installation is properly designed, chlorine treatment will not be effective. Maintenance will also be high, because the fumes from chlorine are very corrosive when they come in contact with damp metals.

#### Method of Installation Important.

The general method employed in the handling of obnoxious vapors is to treat them first with a spray of cold water. This condenses any steam and condensable gases, and permits them to be discharged to the sewer. The non-condensable gases are also sufficiently saturated with moisture and sufficiently cooled to react chemically with chlorine gas.

This reaction is started in a chlorine treating chamber kept free of condensed moisture. From the chamber the mixed gases are discharged into the foot of a stack about forty feet high. The length of time necessary for the gases to pass from the foot of the stack to the top is sufficient to complete the reaction between the odorous gas and the chlorine.

Where liquid condensate from an evaporator is to be treated, the chlorine is injected into the condensate shortly before its discharge into the sewer. Between the evaporator and the point at which the chlorine is introduced there should be inserted a trap or liquid seal to prevent any of the chlorine gas from passing back into the evaporator.

#### Amount of Chlorine to Use.

The amount of chlorine gas required for the operations just described is determined by experiment. It varies according to the number of rendering tanks, melters, or evaporators being operated. Once de-

termined, it can then be automatically controlled by devices available upon the market.

Two typical installations are shown in the layouts herewith—one for use in connection with rendering tanks, and the other with dry melters.

#### For Wet Rendering.

In the layout for a rendering tank installation the exhaust from the tank is led into a vertical condenser which discharges into a closed tank or hot well. The water and condensate are drawn off the bottom of this hot well and the non-condensable gas is vented to a chlorine treating chamber and from there to the foot of a stack.

The hot well must be at least thirty feet below the condenser to avoid the possibility of the hot well water being syphoned back into the rendering tank.

The outlet from the hot well is U-shaped, to maintain a water seal and not permit the escape of the non-condensable gases to the sewer. The pipe carrying the non-condensable gases to the chlorine chamber should not be less than ten inches in diameter. Otherwise the friction developed will retard the ready flow to the chlorine treatment chamber.

#### For the Dry Method.

In the dry melter installation the vapors are exhausted from the melter by a heavy duty fan, which forces them through a horizontal chamber. In the first half of this chamber are located two baffles, and as the vapors pass these baffles they encounter water sprays.

The baffles cause an intimate mixture of the water spray and exhaust vapors and also prevent the condensate being carried along to the far end of the cham-

ber. The condensed water is drained from the bottom of this chamber and the non-condensable gases pass along as mentioned before to the far end of the chamber where they are treated with the chlorine and then discharged into a stack.

As in the case of the installations for rendering tanks, all ducts should be of large proportions to avoid friction.

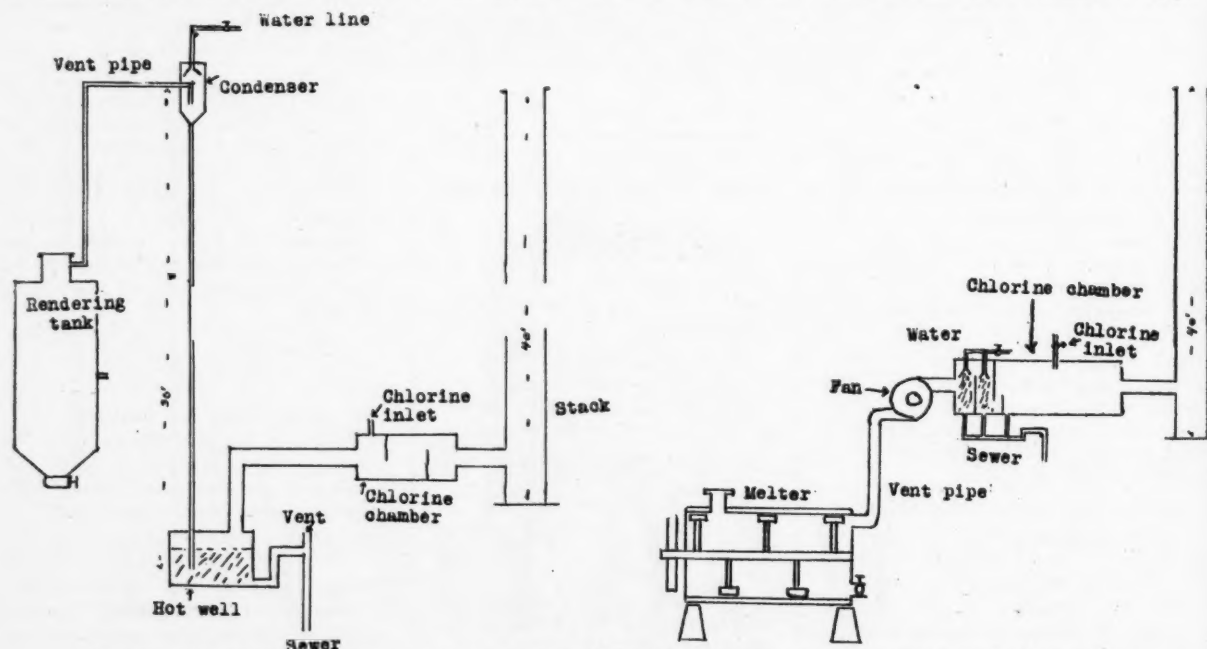
Stacks may be brick, sewer pipe, or metal pipes, protected by applying one or two heavy coats of asphaltic base paint, which is acid resisting. The diameter of stacks should not be less than two feet.

[EDITOR'S NOTE—Other methods of odor elimination will be discussed in later articles.]

#### NEW B. A. E. ASSISTANT CHIEF.

The appointment of Clarence W. Kitchen as assistant chief of the Bureau of Agricultural Economics, in charge of service and regulatory work, to take the place of Lloyd S. Tenny, recently appointed chief of the bureau, has been announced by Secretary Jardine of the U. S. Department of Agriculture. Mr. Kitchen will have direct charge of the development of studies relating to the marketing of agricultural products, market news, and supervision of the administration of the Cotton Futures Act, Grain Standards Act, Warehouse Act and other legislation. He will handle contacts of the bureau with State marketing bureaus and other agencies.

Other promotions announced by Secretary Jardine are those of Frederick James Hughes as business manager of the Bureau of Agricultural Economics, to succeed Mr. Kitchen in that capacity, and Charles H. Walleigh as superintendent of Center Market. Both Mr. Hughes and Mr. Walleigh have been with the Department of Agriculture a number of years.



GETTING RID OF RENDERING ODORS IN THE PACKING PLANT BY MEANS OF CHLORINE INSTALLATIONS.

This drawing shows installations for treating odors from both wet and dry rendering apparatus with chlorine.

The system on the left, used for wet rendering methods, takes the exhaust from the rendering tank through a vertical condenser which discharges into a closed tank, or hot well. From here the water and condensate are drawn off from the bottom, while the non-condensable gas is carried to the chlorine chamber, where it is treated with chlorine and then vented to the stack.

The arrangement on the right, for dry rendering layouts, takes the gases from the melter, treats them with a spray of cold water and passes them through a chlorine treating chamber into the stack, where they are carried off harmless.

## Packers' Midseason Meetings Get Under Way

### Good Attendance and Interest at Des Moines and St. Louis

With an unusually good attendance and a lively program, the divisional meeting of the Institute of American Meat Packers held at Des Moines, Ia., on Tuesday, February 8, made a favorable opening for the series being held this month in five important packinghouse centers throughout the Eastern half of the United States.

Other divisional meetings were held this week at St. Louis on Thursday, February 10, and at Nashville, Friday, February 11.

#### To Hold Meetings for Eastern Packers.

Additional meetings will be held in Pittsburgh on Tuesday February 15, for packers in Division II comprising New York north of and including Kingston; Erie, Pennsylvania; Pennsylvania west of Harrisburg and Williamsport; West Virginia; Ohio north of Columbus; Ohio south of and including Columbus, and Michigan, and at New York on Thursday, February 17, for packers in Division I, comprising New England, New York south of Kingston and New Jersey north of Trenton; Pennsylvania east of and including Harrisburg and Williamsport; New Jersey south of and including Trenton; Delaware; Maryland; District of Columbia, and Virginia.

The morning session of the Iowa meeting opened at 10:00 o'clock in the offices of the Iowa Packing Company. Previously, a number of packers had been conducted through the plant of the Iowa Packing Company by Manager H. J. Nelson.

A roll call of those present revealed that, in addition to representatives of packing companies located in District V, G. F. Swift of Swift & Company, Chicago, and George N. Meyer of Fried & Reine-man, Pittsburgh, were among those present.

After a brief introductory statement by J. C. Hormel, Chairman of the Divisional Committee of Division V, who was presiding, Oscar G. Mayer, President of the Institute, discussed the situation of the Institute and the industry.

#### Tells of Institute's Activities.

In discussing the work of the Institute, Mr. Mayer said in part:

"In discussing the situation of the Institute and the industry, I shall dwell only briefly on the Institute, for I know that this group keeps in close touch with the work and participates in its varied activities.

"However, it undoubtedly will be of interest to report to you—briefly, as I promised—on some of the activities in which the Institute has engaged since stock was taken at the last convention and also to outline some of the activities which the Institute will engage in during the coming months.

#### Work Falls in Three Parts.

"As you know, the work of the Institute falls under three main divisions: operating activities, educational activities, and research activities.

"The operating activities include packinghouse practice, purchasing practice, reduction of live stock losses, waste elimination, traffic matters, standardization and chemical control.

"Educational activities include public re-

lations work; evening, correspondence, and day courses in meat packing; home economics work spreading information about meat cookery; nutritional activities in defense of meat's food value and wholesomeness, and retail merchandising activities to promote better merchandising of meat.

"Research activities include studies in meat curing and meat conservation; investigations into the nutritive value of meat, experiments in swine production to develop superior meat types, and developmental mechanics looking toward the improvement of plant operations.

"In discussing the research activities, I do not think it will be necessary to mention the important work which has been accomplished in the past in connection with the utilization of nitrite of soda in curing in place of nitrate of soda other than to state that the investigations of the Institute's research chemists, following studies by government and plant chemists, have helped to make it possible for packers to effect savings that undoubtedly will run into hundreds of thousands of dollars annually as the use of nitrite becomes more general.

#### Practical Helps for Packers.

"Among the material which has emanated from the Department of Scientific Research since the convention is included valuable information on anti-freeze solutions for automobile radiators; interpretative comment on information developed by the Department of Agriculture with respect to the prevention of ham souring; and preliminary information on the value of ozonizers for combating molds and spoilage in meats.

"Results of a detailed study which the Department has made of the use of sodium hypochlorite as a sterilizing agent soon will be transmitted to the membership.

"Unlike all other sterilizing agents, this compound leaves no undesirable residue, is very effective in extreme dilution, and is most economical. Obviously, information concerning it will be most valuable to the industry.

"Another piece of important research work, dealing with the factors which affect the moisture content of sausage, has been completed by the Department of Nu-

trition, and full information concerning it soon will be available to the membership.

"In an investigation supervised by the Sub-Committee on Experimentation of the Committee on Packinghouse Practice and Research, a firm of mechanical experts succeeded in developing a rump bone saw capable of sawing 110 rump bones an hour. Information on this saw is available on application to the Department of Packinghouse Practice and Research. [This device was fully described in the Jan. 1, 1927, issue of THE NATIONAL PROVISIONER.—Ed.]

"The research project started previously at Purdue University to study the practicality of cross-breeding and the development of the most valuable type of hog, is being continued as vigorously as possible.

"The Service Laboratory is forging rapidly ahead, and its business is growing. This Laboratory serves a member company precisely as a privately-owned one would, and, in addition, makes analyses of proprietary preparations and transmits them with comment to member companies.

"The rates charged for analytical work by the Service Laboratory are much lower than those which a member company can obtain elsewhere. It also should be borne in mind that the chemists employed at this laboratory specialize in packinghouse work."

#### Tells of Operating Activities.

In discussing the operating activities Mr. Mayer said:

"Considerable information on various operating matters also has been developed and issued to the membership since the Convention.

"For example, information has been developed on magnetic separators, and a bulletin on this subject issued to the membership.

"The Sub-Committee on Standardization also has made a study of ropes and twine used in the packing industry and has drawn up proposed standards, which have been issued to the membership.

"An illustrated bulletin describing the ideas which won prizes in the 1926 Prize Idea Contest also has been prepared and distributed. Likewise, the papers on 'The Model Packing Plant of 1930,' read at the pre-convention meeting of the Operating and Engineering and Construction Sections, have co-ordinated, printed in bulletin form, and transmitted to the membership.

"In addition, considerable aid on operating problems has been extended to individual companies."

Additional activities of the Institute since the convention, as reported by Mr. Mayer, will be detailed in connection with the other meetings at which he is scheduled to speak.

#### Research Problems Discussed.

Following Mr. Mayer's talk, Dr. W. Lee Lewis, Director of the Department of Scientific Research of the Institute of American Meat Packers, discussed some research results affecting plant operations, referring especially to curing studies and to the study recently completed of the use of sodium hypochlorite as a sterilizing agent for packinghouse use.

At the close of the morning session, the Iowa Packing Company provided automobiles to transport those present to the Fort Des Moines Hotel where luncheon was served.

At the afternoon session, which began when the luncheon was ended, J. A. Tracy, State Fire Marshal of Iowa, spoke on "Lessons in Fire Prevention Learned From Packinghouse Fires."

L. F. Prior of T. M. Sinclair & Company, Ltd., Cedar Rapids, Iowa, told why they had put in dry melters, and Jay E.



J. C. HORMEL.  
Who Presided at the Des Moines Meeting.

Decker, president of Jacob E. Decker & Sons, Mason City, Iowa, told in detail why Jacob E. Decker & Sons had not put in dry melters—up to the present.

#### Discuss Sausage Questions.

George N. Meyer, Secretary and Treasurer of Fried & Reineman Packing Company, Pittsburgh, Pennsylvania, then gave an interesting talk on some experiences in sausage manufacture.

At the afternoon session also, Wesley Hardenbergh, Director of the Department of Public Relations and Trade of the Institute, spoke briefly on the possibilities of improving statistics on live stock production in harmony with the resolution passed at the last convention of the Institute.

Reference also was made during the afternoon session to the Board of Trade regulations on weighing and inspection and also to participation in exhibits in expositions soon to be held in Des Moines and in Omaha.

After a dinner at Younkers Tea Room, F. L. Garlock, Associate Professor in the College of Agriculture and Mechanic Arts at Ames, spoke on "The Agricultural Situation and Agricultural Legislation," and Sidney L. Miller, Director of the Bureau of Business Research of the State University of Iowa, discussed the industrial possibilities of states like Iowa.

Visiting packers were guests of the Iowa Packing Company and a vote of thanks was extended to the Iowa Packing Company for its hospitality.

#### Next Meeting at Mason City.

It was voted that the next meeting be held at Mason City, Iowa. John W. Rath, Chairman of the Iowa Region, was selected as presiding officer.

Those present were as follows:

C. M. Aldrich and Robert Bell, Morton-Gregson Co.; H. D. Barrett, C. E. Helm, H. P. Jones, W. V. Neely and H. J. Nelson, Iowa Packing Company; W. W. Bowers, Albert Lea Packing Co.; George Rath, John W. Rath, G. E. Cooper and A. D. Donnell, Rath Packing Co.; J. C. Hormel and H. H. Corey, Geo. A. Hormel & Co.; G. F. Swift, C. A. Cushman, E. O. Edmonds, F. A. Gale and Wm. McDonald, Swift & Company; Jay E. Decker, Jacob E. Decker & Sons Co.; W. H. Gehrmann, Kohrs Packing Co.; B. A. Golden, Perry Packing Co.; H. D. Hunt, Dold Packing Co.; H. E. May, Cudahy Packing Co.; Oscar G. Mayer, Oscar Mayer & Co., Inc.; Myron McMillan, J. T. McMillan Co.; George N. Meyer, Fried & Reineman Co.; A. C. Sinclair and L. F. Prior, T. M. Sinclair & Co.; E. S. Waterbury, Armour & Company; H. W. Wagner, General Box Co.; W. W. Woods, H. D. Tefft, W. Lee Lewis and Wesley Hardenbergh, Institute of American Meat Packers.

#### The St. Louis Meeting.

The attendance at St. Louis was large, and the interest was the greatest of any meeting of the kind yet held. The practical operating subjects were discussed in



F. A. HUNTER.  
Who Presided at the St. Louis Meeting.

a practical way by the speakers, and there was a very large amount of practical discussion developed by questions from packers and operating executives.

At the morning session hog chilling, cutting and curing took up the entire time. General Superintendent S. C. Frazee of Wilson and Co. spoke on "Modern Chilling of Hogs." The 18 to 20 hour chill was strongly advocated and agreed on by everybody as the right method, either for large or small packers.

"Modern Pork Cutting Room Design" was described and illustrated by E. Keebler, chief engineer of the Mechanical Manufacturing Co. "Modern Curing" was the topic of Dr. W. Lee Lewis, who brought experiments and research results up to date.

#### Many Topics Discussed.

After-luncheon at the Missouri Athletic Club the topics discussed were:

"Modern Trends in Boiler Room Practice," by E. R. Fish, Vice Pres. Heine Boiler Company, St. Louis; "Lessons in Fire Prevention Learned from Packinghouse Fires," by A. W. Jones, Manager of Packinghouse Department, Rollins Burdick Hunter Company, Chicago; "Installation and Maintenance of Insulation," by P. B. Middleton, Swift & Company, East St. Louis, Ill.; and "Tendencies in the Mechanical Handling of Packinghouse Products," by H. D. Tefft, Director, Department of Packinghouse Practice and Research of American Meat Packers.

The dinner session at the Missouri Athletic Club brought forth these speakers: "Adapting the Pig Survey to Packers' Needs," by Wesley Hardenbergh, Director, Department of Public Relations and Trade, Institute of American Meat Packers; and "The Situation of the In-

dustry," by Oscar G. Mayer, President, Institute of American Meat Packers.

The meetings were in charge of Frank A. Hunter, regional chairman, and much of the success of the proceedings was due to his admirable handling of the program.

Those in attendance at the St. Louis meeting included Frank A. Hunter, East Side Packing Co., East St. Louis, Ill.; L. E. Dennig, president St. Louis Independent Packing Co., Otto Finkbeiner, Little Rock Packing Co., Little Rock, Ark.; C. A. Luer and Herman Luer, Luer Bros. Packing Co., Alton, Ill.; Geo. F. Lauth, G. C. Bresch and Eugene Urben, Heil Packing Co., St. Louis; Fred Krey, Krey Packing Co., St. Louis; Andrew Fuhrmann and Arthur Forster, Fuhrmann & Forster Co., Chicago; E. Keebler, Mechanical Manufacturing Co., Chicago; Oscar G. Mayer, Oscar Mayer & Co., Chicago.

W. H. Patrick, J. G. Weiman, Kingan & Co., Indianapolis; Chas. L. Krause, Jos. L. Opperman, L. S. Dennig, E. C. Merritt and Al. Bischoff, St. Louis Independent Packing Co.; A. L. Eberhart, C. E. Mickleberry, White City Provision Co., Chicago; R. G. Denton, M. B. Cone, Major Bros. Packing Co., Mishawaka, Ind.; G. E. Briggs, T. L. Pratt, A. J. Green, W. C. Watkins, J. H. Hall and T. P. Middleton, Swift & Co., St. Louis; Harry Thompson, Libby, McNeill & Libby, Chicago.

S. S. Conway, Joseph Gerst and Jacob Gerst, Gerst Bros. Packing Co., St. Louis; C. M. Bell, Powers-Begg & Co., Jacksonville, Ill.; D. A. Cox, S. F. Gordon, W. B. Daniels, Cox & Gordon Packing Co., St. Louis; Henry Marx, Oppenheimer Casing Co., Chicago; W. W. Woods, W. Hardenbergh, W. Lee Lewis, H. D. Tefft, Institute of American Meat Packers, Chicago; Henry Belz, J. H. Belz Provision Co., St. Louis; S. C. Frazee, Wilson & Co., Chicago; E. R. Fish, Heine Boiler Co., St. Louis; Charles Honegger and A. J. Mueller, American Packing Co., St. Louis; A. W. Jones, Rollins, Burdick Hunter Co., Chicago; Charles B. Westfall, Jr., Armour and Company, St. Louis; Paul I. Aldrich, THE NATIONAL PROVISIONER, Chicago.

#### MEAT EXHIBIT WINS PRIZE.

The educational meat exhibit shown cooperatively by the Institute of American Meat Packers, National Live Stock and Meat Board, and United States Department of Agriculture during the recent Sesquicentennial Exposition has been awarded a "grand prize" by the International Jury of Awards.

The basic theme of the display was the system of Federal meat inspection conducted by the United States Department of Agriculture to insure a wholesome meat supply. Federal inspectors were on hand to explain the various phases of inspection work and meat handling.

Special features of the exhibit were mechanical models of modern equipment for handling meat, a white-tiled butcher shop which advertised federally inspected meats only, and pictorial settings showing sources of the Nation's meat supply.

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# THE NATIONAL PROVISIONER

Chicago and New York

Official Organ Institute of American  
Meat Packers

Published Weekly by

**The National Provisioner, Inc.**

(Incorporated Under the Laws of the State of  
New York)

at the Old Colony Building, 407 So. Dearborn  
St., Chicago.

Eastern Office, 15 Park Row, New York.

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Telephone Wabash 0742, 0743, 3751.  
Cable Address "Sampan," Chicago.

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Telephone Barclay 6770.

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## TERMS OF SUBSCRIPTION INVARIABLY IN ADVANCE, POSTAGE PREPAID.

United States.....	\$3.00
Canada .....	4.00
All Foreign Countries in the Postal Union, per year.....	5.00
Single or Extra Copies, each.....	.10
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## Help Fight on Hog Disease

During the fall of 1926, there was heavy  
loss of hogs in certain sections of the corn  
belt from hog cholera. The disease spread  
rapidly, and vaccine for both prevention  
and treatment was insufficient to meet the  
need.

It was estimated by the U. S. Depart-  
ment of Agriculture that between 1,000,000  
and 2,000,000 hogs were lost in this epi-  
demic. Some private estimates placed the  
loss at several million more.

So infrequent had outbreaks of cholera  
become that producers grew careless and  
market hogs were not immunized. The  
heavy loss indicated was the result.

Officials of the U. S. Bureau of Animal  
Industry are again advising immunization  
to prevent hog cholera losses. Serum  
treatment is believed to be the only sure  
means of doing this.

The department says that hog cholera  
is readily prevented and controlled by im-  
munizing susceptible animals with anti-  
hog-cholera serum, either alone or in com-  
bination with hog cholera virus. The lat-  
ter method is usually preferable, since it  
gives a lasting immunity.

It is advised that treatment be given  
hogs when they are young—pigs weigh-  
ing 35 or 40 pounds—and that it be applied  
by a trained person. At that size the pigs  
require less serum and are more easily  
handled than large hogs.

Heavy losses of hogs seriously affect  
the packers' supply of raw product. There-  
fore they are vitally interested in any-  
thing that will prevent such losses. They  
can do their part in the work of preven-  
tion by helping to broadcast the recom-  
mendations of the department.

Packers who do promotion work in their  
territories can make a material contribu-  
tion toward the elimination of hog chol-  
era by keeping after producers, either  
direct or through local papers, to im-  
munize their pigs and maintain generally  
sanitary conditions about their hog lots.

## One Way to Kill the Hot Dog

Another step toward the elimination of  
the objectionable term "hot dog" as ap-  
plied to frankfurts has been taken. This  
time it is the Albany Packing Co., Inc.,  
Albany, N. Y., and the Rochester Packing  
Co., Rochester, N. Y., who are doing their  
bit. F. M. Tobin is president of both con-  
cerns, and is an ardent backer of the fight  
on the words "hot dog."

These companies, whose motto is  
"Quality and Service," have issued hand-  
some posters and placards on frankfurts,  
in which they are called "frankfurts" or  
"red hots." These signs are furnished to

the retailer free of charge on condition  
that he is "expressly prohibited from plac-  
ing signs on which the words 'hot dog'  
appear on or near his establishment."

In other words, while these packers are  
glad to have any reputable dealer sell their  
frankfurts, they will not permit them to  
be called "hot dogs."

If more packers would go at this prob-  
lem in this vigorous fashion, with the co-  
operation of the dealers of the country,  
the objectionable term "hot dog" would  
soon be forgotten.

## Meat Wins on the Facts

The place of meat in the diet has been  
established beyond question. Basic re-  
searches have proved it to be a highly  
desirable part of every normal human be-  
ing's food.

Most people like meat, and this liking  
has an important bearing on the ability  
to digest it readily. Meat, fruit, and  
cereal and vegetable foods should be com-  
bined in the diet. When used with cereals  
or vegetables, meat improves their food  
value.

There are those who still cling to the  
belief that meat causes certain diseases.  
Extensive studies have been made to test  
the truth of this, and no evidence was  
present that the eating of meat is in any  
way related to the cause of these diseases.

There is no food quite like meat. Noth-  
ing can take its place. Yet every now and  
then the manufacturer of some food prep-  
aration displays advertising reflecting ad-  
versely on meat. Not long ago an ad-  
vertisement appeared in one of the large  
metropolitan dailies reading as follows:

"Meat may be your poison. — — —  
will keep your arteries soft and healthy—  
eat it with hot milk—strengthening and  
satisfying."

These statements are somewhat out of  
line with those of one of the best-known  
nutrition experts, who points out that  
meat protein is superior even to milk pro-  
tein for making good the deficiencies of  
the proteins of wheat, rolled oats, pota-  
toes, barley, beans, etc.

Further advertising of the type referred  
to was refused by the daily newspaper  
carrying the objectionable copy, when the  
matter was brought to its attention.

The instance only goes to show that  
everyone interested in the meat industry  
must be on the lookout for such insidious  
propaganda against meat. It can be fought  
easily. It hasn't a leg to stand on. The  
facts will kill it.

Meat has always been believed to be an  
essential food. Now scientific research  
has proved it to be such.

# PRACTICAL POINTS FOR THE TRADE

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## Handling Hog Casings

What's the right way to clean hog casings?

Some packers can't do this without breaking them. Others have a laborious process that does not result in a first-class finished product.

Some slaughterers have machines for handling the cleaning process, but others must do this by hand.

The following instructions tell exactly how to handle casings, including pulling, stripping, sliming, curing and sorting, packing and grading.

Careful attention should be paid to the pulling of the small guts on the killing floor. Careless work here causes damage.

Then the casings should be put in cold water, in order to take the animal heat out of the gut. This will overcome a great deal of breakage. A simple thing, but important.

To overcome breakage, increase yield and produce quality casings, each operation requires careful supervision. Detailed instructions for handling small casings, which if followed should eliminate all further trouble in handling, are given here.

It is necessary for all concerned to read these instructions, and when they are issued, to see that they are followed out.

The instructions are as follows:

### How to Handle the Small Guts.

**Cleaning.**—The bung and small guts are pulled on a board sliding down at an angle of 45 degrees from the pulling bench to the pulling tub, which is filled with cold water in order to take the animal heat out of the gut.

Pull with the right hand, holding ruffle fat with left hand, having the cap of the middles on the right. Break off the small guts shortly before they terminate in the middles. The length of the small guts is from 40 to 60 feet.

**Stripping and Soaking.**—From the pulling tub the guts are stripped of their manure. Seven or eight sets are tied in a knot in the center. These knots are hung on a stick, and the guts stripped over into a tierce. About 10 bunches (70 to 80 sets) are thus stripped into the tierce.

Instead of letting them hang on the stick, tie them to a piece of wood so that the center portions of the guts may be thrown to the bottom of the tierce with the rest of the guts. Fill the tierce half with water—ice water in summer—and leave it to stand over night.

Next morning the guts are stripped over into another tierce in the same manner, this tierce being half filled with cold water in summer and warm water in winter, according to the temperature of the season.

Owing to unforeseen changes in the temperature the guts may at times be undersoaked, consequently the skin would be hard to pull, the slime be hard and the gut be green-looking.

In this case soak them in cold water for a couple of hours before sliming.

If they are oversoaked—that is, if they look too much blown up and are too soft and tender—put them in water before sliming. If you wish to slime them on the second day, put them in so much warmer water for four or five hours to procure putrefaction.

In summer putrefaction is retarded by putting a piece of ice or a handful of salt into the tierce.

On the third morning the guts must have risen to the top of the tierce and should look blown up. They are then stripped into a washing tub of warm water to loosen the slime, and run through the sliming machine.

**Sliming.**—Care must be taken that the skins do not break when put into the machine. Put in three to four strings, and let them run through the machine for about one foot.

With the left hand push one-half of the cleaned portion, together with the slices, back into the machine, so that the three to four strings will run double through the machine. Then tie a thin cord to the center of the strings in order to facilitate the catching of the strings when they come out of the rollers.

Sliming may also be done by hand, with a 12-inch-long butcher knife, with an absolutely straight back, on a wooden board that is slightly covered.

**Curing and Sorting.**—After the strings are cleaned, tie a bunch together on the center and put them in ice pickle (20 per cent salt to 80 per cent water) over night to cure.

On the fourth morning strip them out of pickle and put them into a washing tub of luke-warm water, putting the ends together and hanging them on a peg. Then cut the ends off to get a straight opening of the gut and let water run through them to ascertain their width.

All the holes, except small worm holes, are to be cut out. No piece under 6 feet is to be taken in. All above one and three-eighths inches are medium or wide.

If you do not intend to blow and measure the guts on the fourth day, you must take them out of pickle and put them in fresh ice pickle of the same strength. You may even repeat the change for four or five days.

As the dirty strings are either to be run through the machine or cleaned by hand a second time, it is advisable first to grade the guts, and cure them afterward.

**Packing.**—After sorting the guts are put up in bundles, short and long pieces being mixed proportionately.

A bundle must not contain more than 14 pieces, and should measure 320 to 350 feet, or 18 inches average length a string, and weigh 1¼ to 1½ lbs. free of salt. Use a narrow tin pail as a standard measure.

A bundle is put up as straight and free from warts as possible, spread over the salting bench and thoroughly salted with rough salt, and set in a perforated box in which it remains for three days that it may thoroughly dry.

Then the rough salt is partly, or for the most part, shaken out, the bundles packed into tierces and put into cold storage.

Before repacking the casings with a fine grade of salt, the rough salt is shaken out.

**Grading.**—These casings are graded as follows:

Selected narrows 1 1/16 in. and under  
Regular narrows 1¼ in. and under  
Medium 1½ in. to 1¾ in.  
Regular wide 1¾ in. to 1 42/100 in.  
Extra wide 1 42/100 in. and upwards  
Stumps 1½ in. to 1½ in., 3 ft. to 6 ft. long.

[The handling of hog bungs, middles and bladders will be described in an early issue of THE NATIONAL PROVISIONER.]

## To Sharpen Knives

A retail subscriber wants to know the best kind of steels to use in sharpening a knife, and just how a knife is sharpened. He says: Editor The National Provisioner:

What steel is the best to use in steeling a knife? Should the steel be oval or round, fine or coarse?

Please instruct me the best way to steel a knife—pork or beef steak knife, and trimming knife.

A round steel is generally considered best for sharpening knives, and one with a fine grain is advisable, although the grain does not change the quality of the steel.

Probably the very best way to sharpen a knife is on a whetstone. Never use an emery stone. Also the stone should be wet, not dry when the knife is sharpened.

About the only way to really instruct a person in the right way to steel a knife would be by showing him, or with a moving picture of the process. It is almost impossible to do this by description. Most meat cutters have learned by experience, usually at the expense of cut hands and fingers. This, however, is the way to become expert at this job.

Do you use this page to get your questions answered?

## Buying and Testing Sausage Casings

How many pounds of sausage meat do you lose a week through defective casings?

Do you know how to buy casings?

And when they arrive, do you know how to test them?

Full directions and practical hints on buying and testing sheep, hog and beef casings may be obtained by filling out and sending in the following coupon:

The National Provisioner,  
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Buying and Testing Sausage Casings." I am a subscriber to THE NATIONAL PROVISIONER.

Name .....  
Street .....  
City .....

Enclosed find 2-cent stamp.



## Cooked Italian Salami

A short time ago a method for making cooked Italian salami appeared in THE NATIONAL PROVISIONER. A sausage maker who has made this product in large quantities says he uses the following formula and directions with excellent result:

### Meats:

50 lbs. lean boneless chucks ground through  $\frac{1}{4}$  in. plate

50 lbs. extra lean pork trimmings ground through  $\frac{1}{2}$  in. plate

50 lbs. regular pork trimmings ground through  $\frac{1}{2}$  in. plate

Lean pork cheeks may be substituted for the extra lean trimmings, if desired.

Put all the meats in the mixer, adding seasoning,

5 lbs. salt

9 oz. sugar

3 oz. saltpeter

10 oz. cracked black pepper.

1 oz. ground cardamom

Mix 3 minutes. No water is added.

Spread on boards in cooler at 38 degs.

F. not over 8 in. deep for 48 hours.

Stuff in beef bungs and wrap with twine.

Hold in cooler at 38 degs. F. for 24 hours. Cook in the smoke house, just heat, no sawdust being used.

A gas-fired smokehouse is just the thing for this sausage; otherwise a steam house is used. Start the house at 100 degs. F. and gradually raise temperatures to 150 degs. F. within 20 hours or longer until sausage has a temperature of 138 degs. F. inside. Then remove from smokehouse, shower with hot water and hang in dry room until cool. It is then ready for market.

## To Color Sausage

A retailer wants to make sausage, but has no smokehouse. He writes as follows to know how to get the proper color on certain sausages:

Editor The National Provisioner:

We make fresh sausage and have a good outlet for it. We believe we would have just as good an outlet for smoked sausage, but we have no smokehouse.

Is there any way we can get color on the product without smoking?

The inquirer asks how sausages can be given a good color without smoking.

Where sausage is not smoked, a good practice is to hang on smoke sticks elevated on racks where the product will be exposed to the air, to dry off thoroughly. Then cook in color water without smoking.

In mixing the color, it is desirable to make experimental tests, using various amounts until the exact color that pleases the particular trade is secured.

It is an easy and inexpensive matter nowadays to install a small rotary smokehouse to take care of the requirements of a limited output.

However, if this is not possible, color can be obtained as outlined here. It should be certified color, however. Take no chances on any product which does not have the approval of the U. S. meat inspection authorities.

Do you use this page to get your questions answered?

## Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Marks Granted" have been registered, and are now the property of the applicants.

### TRADE MARK APPLICATIONS.

F. A. Ferris & Co., Inc., New York, N. Y. For bacon. Trade Mark: Consists of representation of a large platter. Application serial No. 241,095. Claims use since Nov. 1, 1926.

### NOT SUBJECT TO OPPOSITION.

Hertz Brothers, Milton, Pa. For sausage, souse, scrapple, pudding meat and lard. Trade Mark: HERTZ BROTHERS



**HERTZ BROTHERS**

**FAMOUS MILTON SAUSAGE**

ERS FAMOUS MILTON SAUSAGE. Application serial No. 240,603. Claims use since July 1, 1924.

## Proposed Trade Mark Changes

There are some outstanding features in the proposed new trade mark act, to which the Senate and House committee appear to have fully agreed, after a number of unsuccessful attempts in the past to secure approval of those bodies to change the Federal trade mark statute.

Radical changes would be inaugurated,

## Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 2c stamp:

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Sausage Spoilage."

Name .....

Street .....

City .....

Enclosed find a 2c stamp.

including such important points as tripled registration fees, territorial divisions, time limitations in establishing abandonment, and the installation of enlarged search facilities by a system of depositing trade marks used on goods and names used in identifying services, organizations or other businesses. Following is an analysis of some of the features of the proposed law by Midas Trade Mark & Patent Bureau, Chicago:

**Deposit System.**—The system of depositing marks is a provision empowering the Commissioner of Patents to maintain records of any and all common-law claims imparted to the Department without being subject to search of the registration records.

The idea of this system is to provide a means whereby trade marks, trade names and other insignia that identify either merchandise or business of whatever nature may be entered or deposited for ready reference of those who wish to search such claims to avoid conflicting.

This deposit system would not be the same as registration or serve any function of registration and in order to encourage depositing for the purpose stated the law would place a premium upon prompt deposit, requiring that it be made within a year after the law went into effect or, thereafter, within a year after adoption of such marks, symbol or name.

In failure to make the deposit within the time stated anyone wishing to apply later for a registration would have to pay triple the government fee, instead of the usual fee, to those who comply with this requirement or who apply, without preliminary deposit, directly for registration.

**Abandonment Clause.**—The clause pertaining to abandonment fixes a period of two years and any mark that has not been used for that period may be adjudged abandoned. In consequence, the difficulty of procuring conclusive evidence of abandonment of a trade mark would be simplified.

**Secondary Meaning.**—Much latitude would be given to registration of marks under a provision that where substantially exclusive use of a mark for five years preceding application to register the mark shall not be rejected merely because the nature of the mark is descriptive, consists only of a personal name not distinctively displayed or of geographical derivation. Marks of the nature stated are within the inhibition of the present statute. Such marks after five years shall be considered as having acquired a secondary meaning instead of the literal meaning and to be susceptible to registration.

**Plural Registration.**—Another feature of wide interest is that permitting registration of the same mark for the same goods by two or more claimants upon agreement of the parties, thus allowing the Commissioner of Patents to grant certificates for limited sections in accordance with such agreements. Numerous marks in use without trade interference would thus find an equitable channel through which to hold registration for a limited territory.

**Increased Scope.**—Instead of confining registration to marks used only on merchandise, the scope would be increased to embrace marks of service and names of business concerns, organizations, societies, unions, etc., whether used merely as a trade name or in conjunction with a trade mark device to identify such business or organization. Obviously, names that identify the source of goods whether actually used in branding the goods represent good will that should be accorded the same protective measures as prescribed for symbols identifying merchandise.

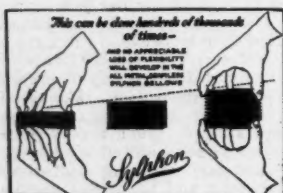


## Automatic Temperature Control Gives Better Yields and Improved Products from Steam Cookers

*Sylphon*

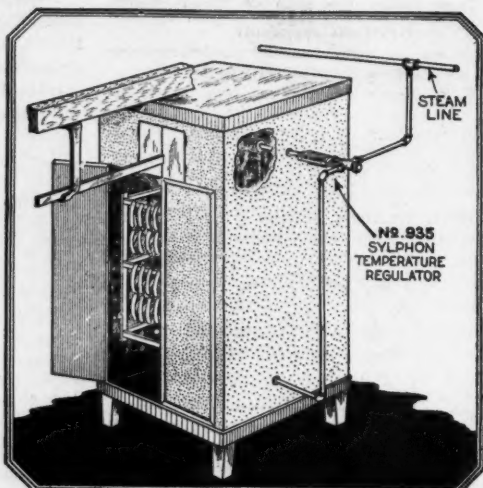


No. 935 Sylphon Temperature Regulator for control of steam cooking boxes.



### The Secret of Sylphon Automatic Control

Every Sylphon Temperature Regulator contains the well-known Sylphon bellows, on which the operation of the instrument is based. It is the most flexible, accurate and durable expansion unit known to engineering science.



No. 935 Sylphon Regulator installed on Steam Cooking Box for Ham or Sausage. Exact cooking temperature is maintained at all times.

There is one best temperature for cooking ham and sausages in steam boxes. A Sylphon Temperature Regulator installed on this equipment will accurately and automatically maintain this one best temperature, day in, day out, without requiring any attention whatsoever.

You will avoid the loss of weight, and the dry and shrunken appearance of your product due to overcooking. You will not get hams and sausages with poor flavor and bad keeping qualities, due to undercooking.

Your product will always have the same uniform high quality that leads to increased demand, and eliminates losses due to claims and returns.

### Easily Installed—and Permanent

A Sylphon Temperature Regulator is easily installed by any mechanic, and once it is set, requires no attention or repairs. Note that this regulator has no outside accessories of any kind. It is foolproof and everlasting.

Ask us to send further details on the value of automatic temperature control in the meat packing industry, and a copy of Bulletin NPT-110.

## THE FULTON COMPANY KNOXVILLE, TENN.

ORIGINATORS AND PATENTEES OF THE SYLPHON BELLOW

Sales offices in: NEW YORK, CHICAGO, DETROIT, BOSTON, PHILADELPHIA, and all principal cities in the U. S.

European representatives: Crosby Valve & Engineering Co., Ltd., 41-42 Foley St., London, W. I., England. Canadian representatives: Darling Bros., Ltd., 120 Prince St., Montreal, Canada.

### EUROPEAN PROVISION CABLES.

The market at Hamburg shows little change, says J. E. Wrenn, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the U. S. Department of Commerce.

Receipts of lard for the week were 1,000 metric tons.

Arrivals of hogs at 20 of Germany's most important markets were 83,000, at a top Berlin price of 15.36c a pound, compared with 69,000, at 17.30c a pound, for the same week last year.

The Rotterdam market is slightly firmer, while the market at Liverpool shows little change.

The total of pigs bought in Ireland for bacon curing was 16,000 for the week, compared with 16,000 for the same period last year.

The estimated slaughter of Danish hogs for the week ending February 4 was 84,000.

Stocks at Liverpool February 1, 1927, were:

Bacon (cwt. 112 pounds).....	43.000
Hams AC (cwt. 112 pounds).....	22.600
Prime steam lard (tierces).....	500
Refined lard, tons (2,240 lbs.).....	1,488

The summary of stocks, demand and prices at Hamburg, Rotterdam and Liverpool is as follows:

Hamburg.		
Stocks.	Demand.	Prices
Refined lard.....Med.	Med.	13.95@14.07
Fat backs.....Lt.	Poor.	@ 6.36
Frozen pork livers.....Med.	Poor-Med.	@ 11.75
Extra oleo oil.....Lt.	Poor	@ 11.34
Extra oleo stock.....Lt.	Poor	@ 11.34

Rotterdam.		
Extra neutral lard.....Lt.	Med.	16.20@16.02
Refined lard.....Med.	Poor	@ 13.92
Extra oleo oil.....Med.	Med.	11.28@11.65
Prime oleo oil.....Med.	Med.	10.19@10.37
Extra oleo stock.....Lt.	Med.	10.56@10.74
Extra premier jus. V.Hvy.	Poor	8.74@ 8.85
Fat backs.....Med.	Med.	*

Liverpool.		
Hams AC light.....Med.	Poor	21.70@22.13
Hams AC heavy.....Med.	Poor	21.70@22.13
Hams, long cut.....Med.	Poor	22.13@23.00
Cumberland, light.....Med.	Poor	17.58@18.01
Cumberland, heavy.....Med.	Poor	17.58@18.01
American Wiltshire.....Med.	Poor	17.58@18.01
Square shoulders.....Med.	Poor	16.06@16.49
Picnics.....Med.	Poor	15.62@17.36
Clear bellies.....Med.	Poor	20.40@20.83
Refined lard boxes.....Med.	Poor	@ 14.21

\*Not quoted.

### GERMAN SLAUGHTER INCREASES.

Slaughter figures in Germany have been increasing, according to reports from the U. S. Department of Agriculture, indicating that these figures reached the unusually high total of 309,000 head at 36 centers in December against 296,000 head in November, and 269,000 in Dec., 1925.

Bacon imports for December, 1926, however, declined to 1,984,000 lbs., against 2,094,000 lbs. imported during the preceding month, and 1,322,000 lbs. imported during December, 1925.

Lard imports at 17,196,000 lbs. in November, 1926, dropped off 4,500,000 lbs. for December, but were 5,000,000 lbs. over the amount of imports during December, 1925.

### MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Feb. 5, 1927, are reported officially as follows:

Point of origin.	Commodity	Amount.
Canada—Calf livers.....		528 lbs.
Canada—Smoked meat.....		10,314 lbs.
Canada—Pork cuts.....		45,105 lbs.
Canada—Pork tenderloins.....		3,600 lbs.
Canada—Sweet pickled pork.....		122,042 lbs.
Canada—Beef livers.....		10,168 lbs.
Canada—Beef brains.....		700 lbs.
Canada—Ox tongues.....		5,559 lbs.
Canada—Cooked pork.....		217 lbs.
Canada—Frozen veal cuts.....		8,714 lbs.
Germany—Smoked pork.....		4,795 lbs.
Germany—Sausage.....		3,519 lbs.
Germany—Bouillon cubes.....		375 lbs.
Ireland—Smoked pork.....		1,688 lbs.
Argentina—Corned beef in tins.....		262,800 lbs.
Italy—Smoked pork.....		152 lbs.
Holland—Smoked pork.....		778 lbs.
Switzerland—Bouillon cubes.....		768 lbs.
Norway—Sausage.....		68 lbs.

# A Page for the Packer Salesman

## Salesman's Greatest Asset

### Ability to Give Real Service Called Biggest Point

What do you consider your greatest asset, Mr. Salesman?

Here is a packer salesman—and a mighty successful one—who says that the ability to render true service to your trade is the biggest point you can have in your favor.

"Service" is a word with a wide meaning, but it is a very important one for the salesman, he says.

Read his letter:

Editor THE NATIONAL PROVISIONER:

"Service" is an old word. But we moderns have taken it up, and its use has become very general today.

Unfortunately, however, many who use it seem to feel that enough service is rendered by just saying "service" and letting it go at that. We might just as well say "eating" and expect that to satisfy our appetites.

#### What Service Means.

Service in its broadest sense means any work performed for the benefit of another.

Service means nothing unless we serve in truth and effect. And when we consider the word in its application to business it means practically everything.

That is, real service begins with the office boy and goes all the way up to the "bosses." Each one can render a service to every member of the concern, even before the customer is considered. And a slight failure to give service by even the office boy might embarrass the whole management.

When it comes to serving the trade, the word is very broad—indeed, almost boundless.

We can first serve our customer by taking up as little of his time as possible when he is busy.

#### Service to the Retailer.

We serve him when we represent our goods to him for just what they are. We serve him when we get his order to him as quickly as possible and in good condition.

We serve him further when we suggest in a tactful manner any ideas which will enable him not only to sell our products but to move any other merchandise he may have in stock.

But we can never serve unless we know how to serve. And it is an unfortunate fact that real service is not so easy to give as one might suppose.

#### How to Render Service.

We must, first of all, understand our business and our line of goods. It is even more difficult to preserve our poise at all times and be tactful. We may intend to render a service, and go at it in a bungling way and so fail utterly.

One meaning of "service" is "a servant," and this must apply in a manner. That is, we can serve best when we elevate the other fellow and at least appear as his servant.

From what has been said one might



suppose that service—real service—is too difficult to undertake, and that it is not worth the effort. Right here such a one will make the mistake of his life.

Besides the higher position and better pay check which will come from service, it is the *best promoter of real happiness in life*. It will make us more lasting friends than anything else in the world we can do, and they will be friends that will stick like a brother.

"He that would be greatest among you, let him be as one who serves."

Yours very truly,

E. E. McNATT, Salesman,  
Neuhoff Packing Co.

## TWO KINDS OF PRICE CUTTING.

There are two kinds of price cutting, as Murchison has pointed out in his book on "Resale Price Maintenance," says Edgar Heermance, of New Haven, Conn.

There is the slashing of prices, irrespective of cost, in order to draw trade. This is generally condemned in business codes, because it is demoralizing all around.

On the other hand, any retailer who, because of his superior efficiency, is able to sell an article at a lower price and still make a profit on that article, is doing something that is perfectly legitimate, something that should not be condemned either by the manufacturer or by his fellow retailers.

What kind of beef carcasses are known as "spotters"? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

## Tax or Accounting Advice

Free advice on tax or accounting matters in connection with the new or old revenue law may be obtained by subscribers to THE NATIONAL PROVISIONER upon application.

Send your inquiries either to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, or to M. P. Snow & Company, Wrigley Building, Chicago. In the latter case, mention that you are a subscriber to THE NATIONAL PROVISIONER.

## Quality and Service

### How Salesman Introduced His Product to Dealers

Introducing your product to dealers who have never used it before is often not an easy thing to do.

The best way to go about it is to feature quality and service and to sell your customer on these two points, says this packer salesman.

How this was done successfully by a margarine salesman is told in the following letter:

Editor THE NATIONAL PROVISIONER:

A good example of real salesmanship which came to my attention recently was that of a salesman for a well-known margarine company. He called on one of my customers, and here is how he went about it:

#### Must Know Your Product.

After making himself known, he started off by saying that his company made a high-grade margarine. He explained how margarine was made and what was put into it, and told about the sanitary way it was handled.

He also told the retailer about the advertising the company was doing on its product and the demonstrations it was putting on. He stressed the fact that the company was keeping constantly at both these forms of publicity.

The salesman also told the dealer that if any of this brand of margarine was returned to him by his customers for any reason, the company would refund the amount of the retail price to him, saying they did not want to "load up" any merchant.

Shipment, he said, could be made in 10 lb., 20 lb. and 30 lb. lots.

During all this talk he never mentioned price, letting the customer ask how much it was. He made his whole talk on quality and service.

Yours very truly,

J. L. BISHOP.

## WHAT IS BETTER SELLING?

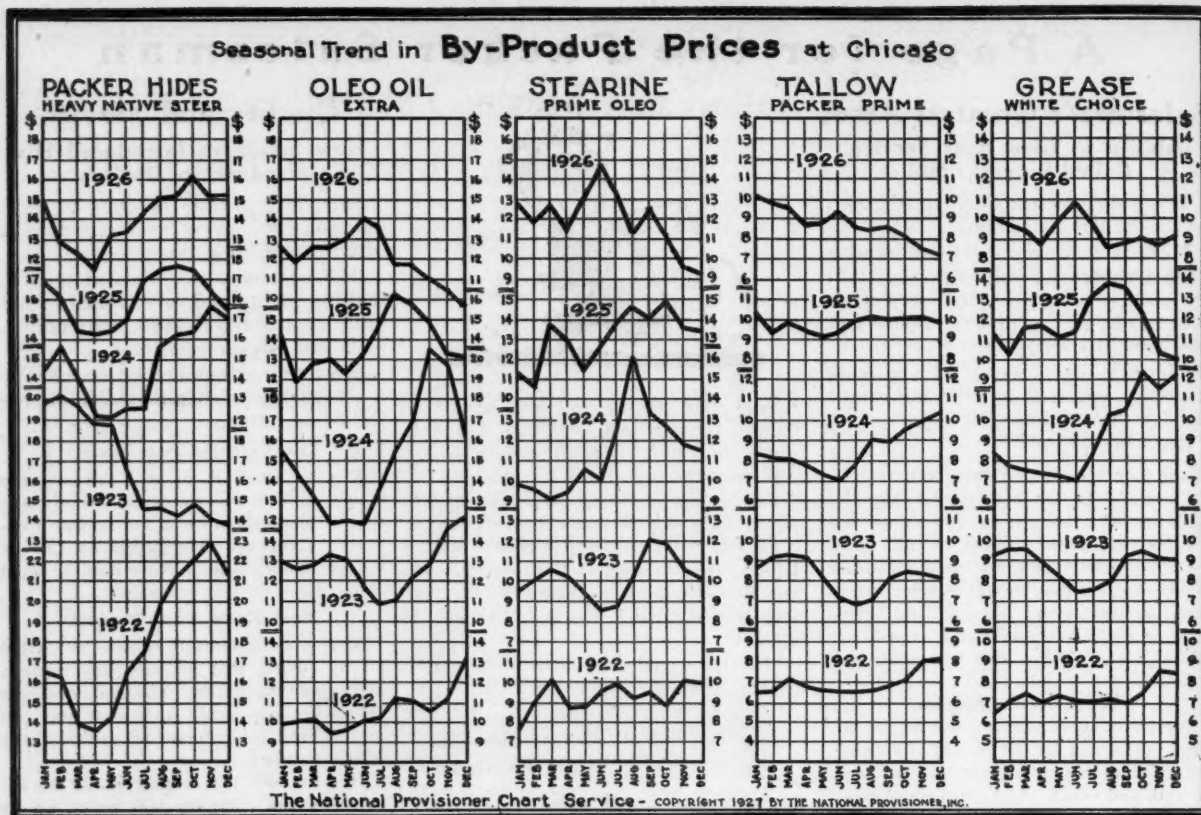
Better selling does not mean selling more, or trying to crowd the market beyond its ability to absorb, or indulging in unfair practices in competition, says Richard F. Grant, past president of the Chamber of Commerce of the United States.

It does mean, he says, an active realization of the responsibility which a man in business—and the salesman—owes to his fellow men and to his community.

## WHAT A FAIR PRICE IS.

If an industry is making a price to consumers which is uniform under uniform conditions, which results in no more than an average or normal rate of return on investment and which is such as to permit the investment of new capital from time to time in the enlargement of facilities, it is in harmony with the general ideas of social ethics which prevail at the present day.—"Nation's Business."





This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trends of by-product prices in 1926, and comparative trends for the four years previous.

Native steer hides started the year on a declining market, but showed an upward trend from the month of May to a November peak, when a decline of a full cent was witnessed, with prices steady at the decline during December. Stocks of all hides were closely sold up near the close of the year, and native steers were strengthened and moved freely with the other grades.

Extra oleo oil continued to decline sharply from the beginning of June to the close of the year. Prices reached such a low point as to attract foreign buying on a large scale and the year closed with the product closely sold up.

Prime oleo stearine experienced an erratic price trend throughout the year, with trading fairly active.

Prime packers tallow was weak throughout most of the year, December witnessing prices fully 3c under those of the previous January. The anticipated heavy production of cottonseed oil had a depressing influence on the market for this product. However, stocks were closely sold up at the close of the year, and the market showed a stronger undertone.

Choice white grease held fairly steady during the last four months of the year. The product met with good demand but was affected somewhat by the lower selling prices on lard. Production throughout the year was light.

## Keep the Heat Right

and you keep the money in the meat!



**S**HRINKAGE of hams in cookers and in the smokehouse—shrinkage of sausage in steam boxes—how many hundreds, perhaps thousands of dollars, did these unseen losses and profit leaks steal from you last year?

However careful your men may be in controlling temperatures on these processes, and no matter how small your losses are, this simple FREE test will amaze you. It will show how LARGE are those seemingly "small" losses due to Shrinkage—Waste of Steam or Gas used for heating—Spoiled Product and Waste of men's time. Turn these losses into Extra Profits with a Powers regulator. Test one for 30 days without cost or obligation. They accurately control temperatures—Need no attention—Save their cost several times a year—are easy to install and simple in operation.

Every dollar you spend for inaccurate hand control is money gone forever, same as rent. An equal amount invested in Powers regulators earns dividends of 50 to 300 per cent a year, for at least 10 years.

**Investigate these Claims**

Get first-hand evidence of what you can save with Powers temperature control. Mail the coupon. It brings prices and full particulars of our 30-day free trial offer.

**POWERS REGULATOR CO.,**  
**2725 Greenview Ave., CHICAGO**

Gentlemen: Without obligation on my part, kindly send me prices and particulars of your 30-day free test offer for Powers regulators for:

☐ Ham Cooking Vats  
☐ Sausage Steam Boxes  
☐ Smoke Houses

Name .....

Address .....

(3238)



# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Prices Steady—Trade Quiet—Hog Movement Moderate—Shipments Continue Good—Exports Light.

The results on the provision market the past week have not given any very pronounced tendency. The undertone is firm, with a slight gain in hog prices, and very little change in product.

The movement of hogs continues fair, with the total receipts last week at leading points 576,000 against 619,000 last year, and since November 1 8,173,000 and 8,853,000 a year ago. The position as to the Chicago packing continues practically unchanged. The total so far shows a decrease in the winter season of 239,000 head compared with last year, and is only a little over one half of two years ago.

### Packing Center Shipments Satisfactory.

The movement of products from packing centers has continued fairly satisfactory this season. Chicago shipments since October 30 have been 242,000,000 lbs. of meats, against 237,000,000 lbs. last year, while lard shipments have decreased from 137,000,000 lbs. to 123,000,000 lbs. Receipts of cut meats in Chicago have decreased 35,000,000 pounds in the same time, while lard receipts have increased 9,000,000 pounds. The current movement out from Chicago continues excellent.

Exports of lard the past week were 8,000,000 pounds compared with 13,500,000 lbs. last year, and meats 4,400,000 pounds against 8,100,000 lbs. The decrease in the export movement is sufficient to have a restraining influence on the market, although general interest and demand is not particularly active.

The figures of the stocks at leading points are rather interesting in view of the decreased movement of hogs and the moderate export movement. There was an increase at 7 leading points the past month of 39,000,000 pounds of meats, bringing the total to within 10,000,000 pounds of last year, while there was an increase of 13,000,000 lbs. of lard.

### Distribution Less Than Production.

The figures would seemingly indicate that the distribution is somewhat less than the production, and that there is a slow tendency toward gain in stock, partly due to the moderate export movement.

The Bureau of Markets' report on the meat situation for November, and for the 11 months ended with November shows very interesting figures again. The average live weight of cattle for the period of 11 months was 963.88 pounds, against 955.25 last year, and hogs 237.84 against 228.81. The comparative figures of slaughter, weights and products for the 11-month period follow:

	8 year ave.	1925.	1926.
Cattle sltr. . . . .	8,606,538	8,926,147	9,293,341
Calves sltr. . . . .	4,534,442	4,907,090	4,742,543
Cattle dr. wt. . . . .	513.22	509.17	519.00
Calves dr. wt. . . . .	100.35	101.37	103.51
Prod. beef . . . . .	4,392,383,506	4,484,938,763	4,773,628,538
Veal . . . . .	453,283,127	495,039,067	488,219,290
Hogs sltr. . . . .	44,070,708	38,509,848	36,242,607
Avg. dr. wt. . . . .	172.91	172.45	181.92
Total products . . . . .	7,515,774,321	6,548,726,104	6,549,728,012
Lard per 100			
lbs. live wt. . . . .	16.01	14.99	15.98
Sheep sltr. . . . .	10,868,220	11,019,876	11,780,048
Avg. dr. wt. . . . .	38.58	38.92	38.93
Total product. . . . .	418,113,067	427,848,139	455,539,647

### Increase in Product Last Year.

The total product for the period showed an increase of pounds compared with last year. The total was 12,265,000,000 lbs. against 11,954,000,000 lbs. last year and a 3 year average of 12,778,000,000 lbs.

The exports showed a decrease particularly in cured pork compared with last year, but there was a heavy decrease in exports of products, compared with the three year average. The total remaining stocks on hand, particularly of pork, are less than last year, and are less than the three year average, so that in view of the decrease in exports, the conclusion is that the domestic trade is steadily absorbing the production.

### Interest in McNary-Haugen Bill.

There is a great deal of interest in the speculative trade as well as in the cash and distributing trade, as to how the McNary-Haugen Bill will affect the price and distribution of product. The problems before the packing trade will be very serious if the bill becomes a law, either at this session or at a later session. The question of how to assess back on to the farmers the equalization fee is a very great problem.

The power of the board of control seems to be very great. Some are of the opinion that the power is such that any loss, no matter how great can be redistributed back

onto the farmer in some way. The results will appear to be a case of successful lifting by one's boot strap if it works out. The difference between the method of operation in grain and hogs, compared with cotton is very pronounced.

In grain and hogs, the problem seems to be that of assessing a certain amount of expense on the farmer with no possibility of ever redistributing any profits to the farmer, unless it is assumed that if the board makes a profit in one year, it will not have to assess the farmer the next year.

In cotton, however, by the issue of participation certificates to the producer, the board can redistribute some of its profits, if it makes any, back to the producer by a redemption pro-rata of the outstanding certificates. The physical problem of distributing a million more or less of small checks back to the farmer in a settlement of any profit would be a tremendous one.

### Corn-Hog Ratio Unchanged.

The corn-hog ratio is still practically unchanged and a study of the cost of corn and other feed stuffs, compared with the cost of hogs and cattle, would seem to indicate that the man who needed assistance as far as corn and hogs was concerned, was the man who was too indifferent to attempt to sell his corn in the shape of the finished live-stock but rather preferred to have the government, through some occult process, give the farmer a profit without working.

PORK—The market was firm with a fair demand with mess New York quoted at \$37.50; family, \$39.50@41.50; and fat backs, \$30@33. At Chicago, mess quoted at \$37.

LARD—Demand was quite limited and the market irregular and displaying a barely steady undertone. At New York primes western quoted 12.90@13c; middle western, 12.75@12.85c; city, 12½@12¾c; refined Continent, 13½c. South America, 14½c. Brazil kegs, 15½c, and compound at 10½c. At Chicago, demand was moderate with regular lard in round lots quoted at 32c under May; loose lard, \$1.10 under May; and leaf lard, \$1.37 under May.

BEEF—The market was steady with demand moderate with mess, New York, \$19@21; packet \$19@21; family, \$21@22; extra India mess, \$34@36; No. 1 canned corned beef, \$2.50; No. 2, \$4.25; 6 lbs. \$12.75; and pickled tongues \$55@60, nom.

### SEE PAGE 47 FOR LATER MARKETS

### CANADIAN MEATS AND LARD.

Exports of meats and lard from Canada for December, 1926, with comparisons, and for the year 1926, with comparisons are reported to the U. S. Department of Commerce by Lynn W. Meekins, American Trade Commissioner, Ottawa, Canada, as follows:

	Total	Dec., 1926.	Dec., 1925.	12 Mo. Dec., 1926.	12 Mo. Dec., 1925.
Beef, fresh, cwts. . . . .	20,870	46,076	241,301	340,480	
Bacon and hams, cwts. . . . .					
shldrs. and sides, . . . . .	74,570	146,800	931,850	1,325,220	
Pork, pickled in . . . . .	4,027	1,878	20,128	21,065	
brns, cwts. . . . .	12,392	12,060	107,577	103,578	
Other meats, n. o. p. . . . .	912	2,927	12,740	26,406	
fresh, cwts. . . . .	14,634	4,232	100,067	94,298	
Canned meats, n. o. p. . . . .	40,411	23,550	280,285	426,639	
(lbs.) cwts. . . . .	2,211	765	16,490	8,918	
Fluid extract of beef . . . . .	8,498	2,211	47,730	56,861	
Pork, D. S. cwts. . . . .	5,962	1,527	31,037	5,797	
Beef, pickled in brns, . . . . .					
cwts. . . . .					

### PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending February 5, 1927, with comparisons, are reported by the U. S. Department of Commerce, as follows:

	Jan. 1, 1927.	1927.	1927.	1927.
	Feb. 5.	Feb. 6.	Jan. 29.	Feb. 5.
	M lbs.	M lbs.	M lbs.	M lbs.
Total . . . . .	608	1,488	643	4,734
To Belgium . . . . .				
United Kingdom . . . . .	510	991	515	4,182
Other Europe . . . . .				
Cuba . . . . .	5			116
Other Countries. . . . .	84	205	12	212
Bacon, Including Cumberlands. . . . .				
Total . . . . .	3,287	4,930	3,102	16,199
To Germany . . . . .	13	82	108	317
United Kingdom . . . . .	3,067	4,325	2,376	13,811
Other Europe . . . . .	200	400	645	1,620
Cuba . . . . .		15		37
Other Countries. . . . .	7	108	33	414
Lard. . . . .				
Total . . . . .	11,930	13,964	14,384	64,438
To Germany . . . . .	734	1,339	4,350	11,838
Netherlands . . . . .	2,475	2,604	2,119	8,706
United Kingdom . . . . .	4,744	4,447	4,373	23,265
Other Europe . . . . .	1,064	1,697	1,048	5,527
Cuba . . . . .	1,597	2,507	1,844	8,777
Other Countries. . . . .	1,316	1,020	950	6,325
Pickled Pork. . . . .				
Total . . . . .	248	282	89	741
To United Kingdom . . . . .	25	34	3	130
Other Europe . . . . .	5	6		17
Canada . . . . .	143	221	37	351
Other Countries. . . . .	75	21	27	243

### TOTAL EXPORTS BY PORTS FOR WEEK FEB. 5.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total . . . . .	608	3,287	11,930	248
Boston . . . . .	8	15	446	
Detroit . . . . .	341	154	738	20
Port Huron . . . . .	60		283	143
Key West . . . . .			1,186	6
New Orleans . . . . .	23	7	1,686	60
New York . . . . .		3,080	7,087	10
Philadelphia . . . . .			28	
Portland, Me. . . . .	170	22	476	

### DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.
Exported to: . . . . .			
United Kingdom (total) . . . . .	510	3,007	
Liverpool . . . . .		228	
London . . . . .		15	
Manchester . . . . .			
Glasgow . . . . .		100	
Other United Kingdom. . . . .	170	22	
Exported to: . . . . .			
Germany (total) . . . . .	734		
Hamburg . . . . .		426	
Other Germany . . . . .		308	

## Pork Production in the World War

### Part Played by American Packer and Producer in Feeding World Both During War and Afterward

#### XX—U. S. Treasury Agrees to Continue Loans for Pork Purchases

**Review of American Financial Arrangements with Allies during War Period—Decision of Treasury to Discontinue Loans Except to Liquidate Outstanding Contracts—Plan of Food Administration that Loans be Continued for Purchase of Pork and Reasons for Asking this Extension of the Treasury Department.**

This is the twentieth in a series of reviews of the book on "American Pork Production in the World War," by Dr. Frank M. Surface, who was economic adviser to the Federal Food Administration. (A. W. Shaw Co., Chicago & New York.)

For the first time the inside history is told of the part played by the meat packer and the meat producer in the world war and the times that followed it.

Documents and correspondence never before made public are taken up in this story, and some interesting incidents and comments made known.

THE NATIONAL PROVISIONER has the serial rights to the republication of this book, and these reviews will appear from week to week until the entire story has been told.

As has been shown in earlier installments of this story, one of the prime reasons given by the British for their failure to complete their pork program was the attitude of the United States Treasury toward further loans to the Allies for general reconstruction purposes.

To understand this situation, it is necessary to review briefly some features of the international financial relations during the war.

Even before our entrance into the war, our export trade, largely foodstuffs and war munitions, had increased until our excess of exports over imports was nearly four times as great as pre-war. These purchases had been financed by the sale of securities and by private credits floated in the United States by the Allied Governments. After the United States became a participant in the war, the credit of the United States Treasury was opened to the Allies through the acts of Congress. The money for these credits, as well as that to carry on our own war measures, was raised through the Liberty loans.

#### Conditions for Loans.

The conditions under which the United States Treasury loaned money to the Allies under the war powers included, among other things, (1) that the money should be spent in the United States in the purchase of materials necessary for the conduct of the war; (2) that no commercial use should be made of these commodities which was not directly concerned with war purposes. In other words, resales of these commodities should be made only with our consent and with the understanding that such sales would be followed either by a refund of the money borrowed or by the repurchase of equivalent amounts of goods financed by the proceeds of the resales.

Shortly after the Armistice the Treasury notified the Allied governments that further advances from the United States Treasury would not be made except such as were necessary to liquidate outstanding contracts. The attitude of the Treasury was, that a period of readjustment was bound to take place, that continued financial assistance by our government to the Allies for new purchases would simply delay and aggravate this readjustment. The Treasury stated that the Allied governments should have no trouble in floating private loans in the American market

and that this method would be better than for our government to continue to float Liberty or Victory loans with which this country was already oversupplied.

#### Favored Loans for Food Purposes.

The Treasury department called the attention of the Food Administration to the fact that it was "now planning to discontinue loans to foreign governments as far and as soon as possible," and asked if the Food Administration had any outstanding questions with any government it desired the Treasury to take into account in making final arrangements with the Allied governments.

In reply to this the Food Administration urged that both for the security of the American producer and for the security of the peace of the world, the Treasury would continue to permit loans to the Allies for food purchases.

The Treasury Department expressed its willingness to make such loans as were shown to be necessary to enable the Allies to secure essential food supplies, but refused to consider the possibility of losses by American producers as any justification for granting further credits. The Secretary of the Treasury expressed the view that a drop in food prices would be desirable, and that if there were obligations to the farmers they should be met by direct appropriation and direct payment, rather than indirectly as Mr. Hoover proposed.

The attitude of the Food Administration on these questions is set forth clearly in the following excerpts from a letter to the Secretary of the Treasury from Edgar Rickard, acting for Herbert Hoover:

#### How Hoover Looked at It.

"I am instructed to state, in accordance with cables received from Mr. Hoover, that he fully appreciates the very weighty reasons which you advance for the hesitation on the part of the Treasury to make further advances to the Allies, which might result in maintaining through them of artificial price levels here.

"We too are impressed with the extreme desirability of the re-establishment of free normal trade in American food commodities and that they should, at the earliest practicable moment, resume the natural levels of price and be freed from any artificial control.

"Mr. Hoover fears, however, that the Treasury overlooks the fact that there can be no freedom of price upon perishable commodities which are preeminently dependent upon markets, so long as the whole supply of these European markets is massed in the hands of consolidated buying agencies such as the Allied Provisions Export Commission, which practically dictates not only the buying power of the three Allies, but also, to a large extent, that of the European neutrals.

"These agencies have been of extreme use in coordinating the shipping, finances, and supplies of the associated governments during the progress of the war. In this period their policies were dictated in entire coordination with that of the United States.

#### Could Cause Price Collapse.

"A new relation, however, has supervened as the result of the Armistice. These agencies now represent solely the interests of their buyers in the American market, and they are able, in respect to some commodities, to arbitrarily fix the American price. The withdrawal of these agencies from the market for perishables for a single month can produce a total

collapse of price, and one which would force market prices far below the natural level. Such a result may be of complete disaster to American producers.

"Many of these food commodities have been created in quantities far beyond American needs, and upon programs furnished by the Allies. This would have been of vital importance had the war continued. By deserting our American markets for other markets, situations are created of the most harmful order. Mr. Hoover has insisted since the Armistice that, so long as these buying agencies are continued, they must maintain a steady flow of purchases in the American markets. They have, however, given as an excuse for recent withdrawals, the fact that the even flow of American Treasury loans has ceased.

"There can be but one solution to these matters and that is that if the Treasury abandons its advances there must be a correspondingly entire abandonment of consolidated purchase and the entire abandonment of control within the United States. To attain these results Mr. Hoover has earnestly devoted himself for two months in Europe.

"With every good-will on all sides it is necessary, in order to reconstruct normal trade and commerce, that a sufficient period of notice should be given, during which the Allies continue their flow of purchases in order to prevent the most serious result to the American producer. The problem is not one of asking the Allied governments to buy more commodities than their people can consume, but it is a problem of asking them to buy continuously in such amounts as are apropos to their consumption.

#### What Withdrawal Would Mean.

"The export of surplus pork products from the United States during the present productive season amounts to more than one-half of the inspected slaughter.

"A withdrawal of foreign purchases for one month would not mean that prices would take a normal level, but, due to the large proportion of exports, it would mean that the price of hogs to the American farmer would decline \$5 a hundred from the level of \$17.50. Enormous waste in this commodity and financial embarrassment of the most serious order would result.

"Happily Mr. Hoover was able to repair the withdrawal of the British orders in January by securing some partial amelioration of blockade conditions, and increased shipments to neutrals.

"This withdrawal of the British Government from the hog market in the month of January does not mean that their people have ceased consumption of pork, but merely that they will return to the market at a later date on a much larger scale, and presumably at an artificially depressed price.

"Had it not been for the unsupported January orders which were put in, it is probable that a price level 35 per cent below the present prices would have been established and this will take place in February unless a solution can be found.

#### Low Prices at Fearful Cost.

"No one has been more solicitous during the entire period of the war to secure a moderation in price level to the consumer than has the Food Administration, but to secure low price levels at total injustice to the American farmer and possibly including the collapse of financial institutions and business organizations in the United States, is not something one can approach without fear.

"All Mr. Hoover has asked, is that the Treasury should support the situation in this critical commodity, pending the time that free trade can be created. The Food Administration is not interested in supporting the profits of the packing industry in any way. It is interested in preventing injustice to American farmers by the play

(Continued on page 52.)



# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—The market has been very firm and, while the volume of business that passed was not large, nevertheless a few tanks of extra sold at 7½¢ New York, an advance of ¼¢. Offerings continued limited, the larger consumers showing interest but not at the advance. The reason for the latter, it was said, was not because of the price, but because of the fact that it has been difficult to get sizable quantities together to offer them.

Strength in competing directions continued helpful, while South American tallow duty paid New York figured 8½¢, or well above the domestic market. At New York, special quoted at 7¼¢; extra, 7½¢; and edible at 8½¢.

At Chicago the market was strong with a fairly good demand and limited offerings. At Chicago edible quoted at 8¢; fancy at 7½¢; prime packer, 7¼¢; and No. 1 at 7½¢.

At the London auction on Wednesday, Feb. 9, 936 casks were offered and 216 sold at prices unchanged, to 6d lower than the previous week, with mutton quoted at 37s 6d@39s; beef, 36s 6d@40s; and good mixed at 34s 6d@36s 6d. At Liverpool, Australian tallow was unchanged with fine quoted at 40s, and good mixed at 37s 3d.

**STEARINE**—The market has been steady with lighter offerings with sales of oleo, New York, at 9½¢ and with some asking 10¢ basis Chicago. At Chicago, the market was also firmer and quoted at 9½¢@10¢.

**OLEO OIL**—Demand was moderate but the market very steady with extra New York quoted at 11½¢; medium at 10½¢; and lower grades at 9¢ nominal. At Chicago, extra quoted at 10½¢@11¢.

### SEE PAGE 47 FOR LATER MARKETS.

**LARD OIL**—Demand was fair and the market slightly firmer with edible New York quoted at 15¢; extra, 11½¢; extra winter, 13¼¢; extra No. 1 at 10½¢; No. 1 at 10½¢; and No. 2 at 10¢.

**NEATSFOT OIL**—Demand was slightly better and the market steadied with pure quoted at 12¼¢; extra at 10½¢; No. 1 at 10½¢; and cold test at 15¼¢.

**GREASES**—Demand continued very limited, but the undertone was extremely steady with offerings well held and with the market influenced to some extent by firmness in tallow and other competing articles. At New York, house quoted at 7¢; yellow at 6¼¢; brown, 6@6½¢; A white, 7¼¢; B white, 7¼¢; and choice white, 9¼¢@10¢.

At Chicago the market for greases was very steady with Rotterdam bidding freely for choice white. At Chicago brown quoted at 5¼¢; yellow, 6¼¢@6½¢; B white, 7¼¢; A white, 8¼¢@8½¢; and choice white, 9¼¢.

### DANISH BACON EXPORTS.

Bacon exports from Denmark during the week ending Feb. 5, 1927, amounted to 5,193 metric tons, according to cable advices to the U. S. Department of Commerce. This entire amount went to England.

### LARD AND GREASE EXPORTS.

Exports of lard from New York, Feb. 1 to Feb. 9, 11,440,236 lbs.; tallow, 3,200 lbs.; grease, 2,233,000 lbs.; stearine, none.

## Packinghouse By-Products

Chicago, February 10, 1927.

### Blood.

The blood market continues strong, with a good inquiry reported.

	Unit ammonia.
Ground .....	\$4.60@5.00
Crushed and unground .....	3.90@4.10

### Digester Hog Tankage Materials.

There is still a scarcity of this material in the market, and the demand remains very good.

	Unit ammonia.
Ground, 11½ to 12% ammonia .....	\$5.00@5.25
Ground, 9 to 11% ammonia .....	4.50@4.75
Unground, 11 to 13% ammonia .....	4.50@4.75
Unground, 9 to 10% ammonia .....	4.00@4.35
Liquid stick, 8 to 12% ammonia .....	3.35@3.50

### Fertilizer Materials.

Market for fertilizer materials is firm, and demand is good.

	Unit ammonia.
High grade, ground, 10-11% ammonia .....	\$3.15@3.25
Lower grade, ground & ungrd. 6-9% am. .....	2.75@3.00
Hoof meal .....	2.85@3.00

### Bone Meals.

Market quiet and about steady.

	Per Ton.
Raw bone meal, nom. ....	\$32.00@46.00
Steam, ground, nom. ....	27.00@38.00
Steam, unground, nom. ....	25.00@30.00

### Cracklings.

Cracklings are scarce and well sold up, with a very good demand reported.

	Per Ton.
Hd. prod. & exp. ungrd., per unit protein. 8 1.10@1.25	
Soft pressed pork, on grease and quality. 80.00@85.00	
Soft pressed beef, on grease and quality. 50.00@55.00	

### Horns, Bones and Hoofs.

This market is in a waiting position, as buyers and sellers are apart in their views.

	Per Ton.
Horns .....	\$50.00@75.00
Round shin bones .....	45.00@ 50.00
Flat shin bones .....	42.00@ 45.00
Thigh, blade and buttock bones .....	40.00@ 45.00
Cattle hoofs .....	30.00@ 35.00

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

### Gelatine and Glue Stocks.

Buyers have their requirements pretty well taken care of in some of these materials, although prices did not show much change.

	Per Ton.
Kip and calf stock .....	\$31.00@38.00
Rejected manufacturing bones .....	45.00@47.50
Horn piths .....	37.00@38.00
Cattle jaws, skulls and knuckles .....	34.00@36.00
Sinews, pizzles and hide trimmings .....	24.00@25.00

### Animal Hair.

Very little activity is reported in this market, as this is a "between seasons" period.

	Per Pound.
Coil and field dried .....	2½ @ 5
Processed grey .....	5 @ 8½
Black dyed .....	6½ @ 9½
Cattle switches, each .....	*4 @ 5

\*According to count.

### Pig Skins.

After having been apart in their views for some time, buyers and sellers got together a little better, and several sales have been reported.

	Per Pound.
Tanner grades .....	7 @ 8
Edible grades, unsorted .....	4½ @ 5

## CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Feb. 8, 1927.—Latest quotations on chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda, \$3.76 @3.91 per cwt.; 98 per cent powdered caustic soda, \$4.16@4.56 per cwt.; 58 per cent carbonate of soda, \$2.04@2.44 cwt.

Lagos palm oil in casks of about 1,600 lbs., 9c lb.; olive oil foots, 10@10½¢ lb.

East India Cochin cocoanut oil, 15½¢ lb.; Cochin grade cocoanut oil, domestic, 11c lb.; Ceylon grade cocoanut oil, 10½¢ lb.

Prime summer yellow cottonseed oil, 10½¢@11c lb.; raw linseed oil, 10.8c lb.

Extra tallow, f.o.b. seller's plant, 7½¢ lb.; dynamite glycerine, nom., 25c lb.; chemically pure glycerine, nom., 29c lb.; saponified glycerine, nom., 19c lb.; crude soap glycerine, nom., 17½¢ lb.; prime packers' grease, nom., 6¼¢@7c lb.

## EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Feb. 9, 1927.—Ground dried blood has been the feature of this market this week. Bids of \$4.37½ for prompt shipment f.o.b. New York were declined, with sellers holding firm at \$4.50. South American is offered at \$4.00 c.i.f., but for no earlier shipment than April, which is too late for most buyers around here.

Sales of ground tankage were made at \$4.25@10c, New York, and one seller is holding at \$4.50@10c. Stocks are quite well cleaned out and the demand is mostly from feeding buyers.

Cracklings are higher and in good demand with rather limited offerings.

Spot stocks of fertilizer materials at Southern ports are quite small and are bringing good prices.

How much hair does the average hog carcass yield? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

## New Southwark Curb Presses

For Fats, Tallow and Fertilizers, Etc.

### Two Column Quick Acting Presses

Write for Special Bulletin on Curb Presses

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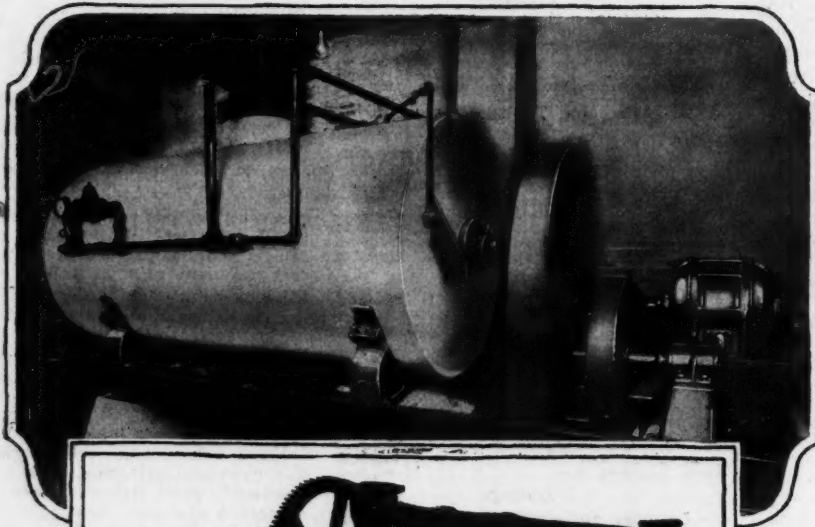
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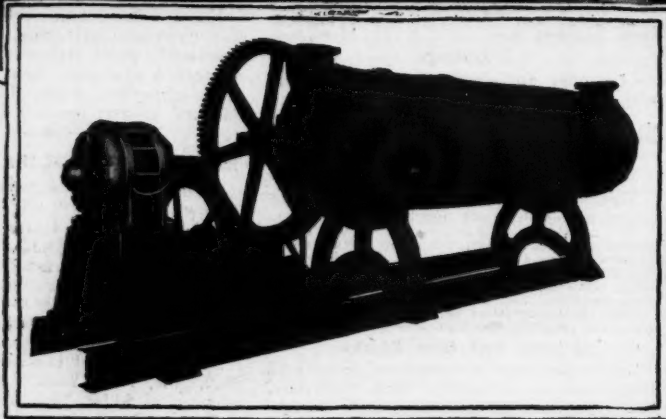
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Both Soft and Hard Pressed



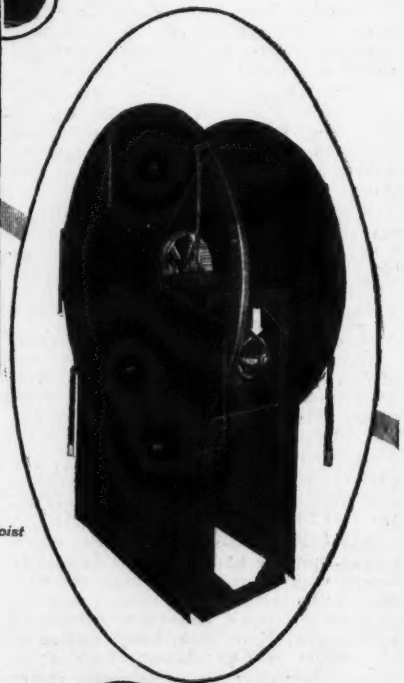
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Double Hog Hoist

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# GENERAL

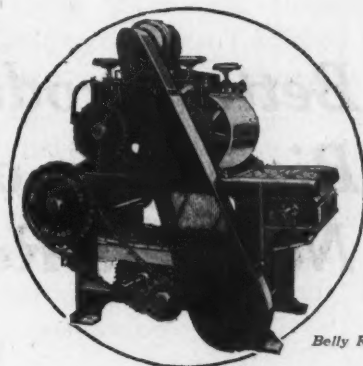
GENERAL ELECTRIC COMPANY, SCHENECTADY, N. Y.

## specify G-E Motorized Power

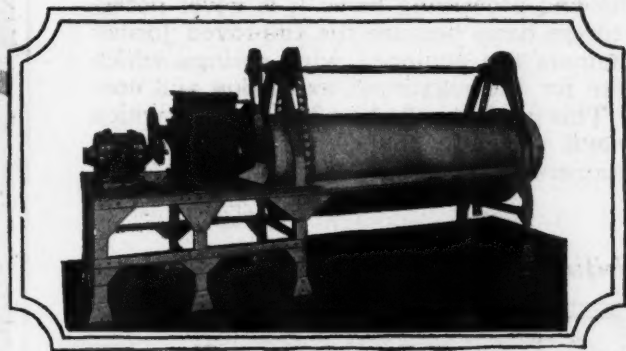
The Allbright-Nell Co., Chicago, manufacturers of machinery and equipment for the meat industry, are extensive users of G-E motors. In appreciation of the quality of G-E motors and the complete service available to users of G-E equipment in every part of the country, the Allbright-Nell Co. states:

"We have furnished these motors with our various equipments for use in the packing industry. Although the conditions under which these motors are required to operate are unusually severe, we have had practically no causes for complaints. The few complaints which we have had have been very satisfactorily and promptly adjusted."

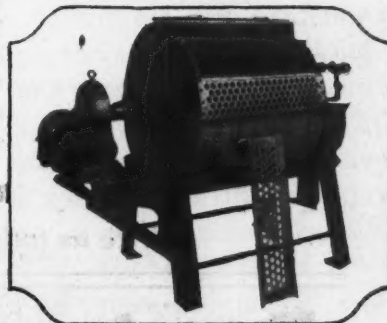
Your equipment manufacturer will supply machines with G-E motors and G-E control complete. Your nearest G-E sales office and G-E motor dealer also stand ready to give you service in the selection and application of motors and control.



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(Square and pear shaped)



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In cooking and processing hams it is never necessary to repress hams because the Improved Jordan Ham Retainers are equipped with springs which compensate for the maximum expansion and contraction. This produces the best boiled hams which are firm and perfectly shaped to either pear or square retainers.

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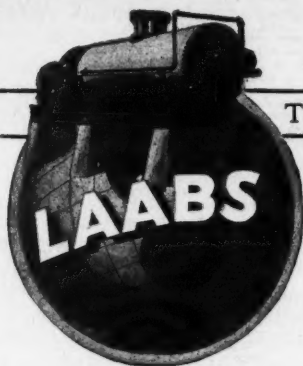
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*The First of a series of articles on the superiority of Laabs Sanitary Rendering processes and equipment.*

Laabs Sanitary Rendering Equipments handle both Edible and Inedible Materials with only a slight alteration in processes of operation.

The Laabs Cooker is a scientifically designed apparatus equipped to receive any animal products that may be passed through an 18' diameter charging dome. It is a horizontal tank with steam jacket and central agitator shaft—the ends of tanks are closed securely to permit pressure and vacuum cooking operations, which comprise the wonderful Laabs Processes and make possible a perfect rendering of the original products. Fats, animal tissues and bones are processed so that there is an easy and complete separation, which is accomplished almost without any change to the fats, but with complete digestion and disintegration of animal tissues and bones.

The Laabs Cookers are provided with doors from which rendered materials are discharged to a receiver

prior to their being put through either an expeller or hydraulic type of press. Any free grease will be drained off here, and the press removes the remaining grease down to a comparatively small percent.

The outstanding features are that actually better finished products, and more of them, are produced by the Laabs Equipment at a lower cost and that the simplicity of operation and unusually durable construction of apparatus insures no worries from the rendering departments. This means it's a money-maker.

In the old wet rendering process there are *four* large and distinct operations, while in dry rendering there are *three*, and in the Laabs rendering there are only *two*. In a later article the reason why raw materials, handled in Laabs Cookers, do not require grinding will be pointed out.

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SANITARY  
RENDERING  
PROCESS**

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## Production and Stocks of Fats and Oils

Production of fats and oils (exclusive of refined oils and derivatives) during the three-month period ended December 31, 1926, was as follows, according to a preliminary report of the U. S. Department of Commerce: Vegetable oils, 1,165,895-148 lbs.; fish oils, 24,080,433 lbs.; animal fats, 499,116,767 lbs.; and grease, 95,066,478 lbs.; a total of 1,784,158,826 lbs.

Of the several kinds of fats and oils covered by this inquiry, the greatest production, 851,637,570 lbs., appears for cottonseed oil. Next in order is lard with 372,447,996 lbs.; linseed oil with 206,496,045 lbs.; tallow with 123,974,727 lbs.; coconut oil with 64,570,430 lbs. and corn oil with 27,854,486 lbs.

The production of refined oils during the period was as follows: Cottonseed, 679,873,670 lbs.; coconut, 59,020,026 lbs.; peanut, 1,605,631 lbs.; corn, 19,487,216 lbs.; soya-bean, 577,110 lbs.; and palm-kernel, 65,781 lbs. The quantity of crude oil used in the production of each of these refined oils is included in the figures of crude consumed.

The data for the factory production, imports, exports, and factory and warehouse stocks of fats and oils and for the raw materials used in the production of vegetable oils for the three-month period appear in the following statements:

(In some cases, where products were made by a continuous process, the intermediate products were not reported.)

*VEGETABLE OILS.			
	Factory operations quarter ending Dec. 31, 1926	Factory and warehouse stocks Dec. 31, 1926	
Cottonseed, crude	851,637,570	155,455,120	
Cottonseed, refined	679,873,670	332,343,002	
Peanut, virgin and crude	2,717,791	1,815,826	
Peanut, refined	1,605,631	404,515	
Coconut, or copra, crude	64,570,430	84,536,889	
Coconut, or copra, refined	59,020,026	14,820,574	
Corn, crude	27,854,486	8,165,906	
Corn, refined	19,487,216	10,765,970	
Soya-bean, crude	734,703	5,852,217	
Soya-bean, refined	577,110	1,774,478	
Olive, edible	350,024	3,648,272	
Olive, inedible		2,580,746	
Sulphur oil, or olive foots		5,190,543	
Palm-kernel, crude		340,008	
Palm-kernel, refined	65,781	44,671	
Rapeseed	900	5,113,570	
Linseed	206,496,045	174,008,444	
Chinese wood or tung		18,068,125	
Chinese vegetable tallow		1,233,200	
Castor	11,352,833	6,387,420	
Palm		18,003,991	
All other	180,206	5,862,352	

*FISH OILS.			
Cod and cod-liver	414,428	6,164,088	
Menhaden	15,605,194	26,095,451	
Whale	1,915,418	33,794,474	
Herring, including sardine	5,764,372	14,924,589	
Sperm		2,330,031	
All other (including marine animal)	381,021	1,045,885	

\*The data of oils produced, consumed and on hand by fish oil producers and fish canners were collected by the Bureau of Fisheries.

ANIMAL FATS.			
Lard, neutral	9,753,574	2,544,196	
Lard, other edible	362,694,422	40,606,722	
Tallow, edible	15,120,795	4,478,040	
Tallow, inedible	108,853,832	85,010,877	
Neatsfoot oil	2,694,044	1,831,788	

GREASES.			
White	16,987,901	5,995,161	
Yellow	17,722,800	10,061,238	
Brown	11,825,592	6,074,433	
Bone	6,014,643	3,620,405	
Tankage	13,925,236	4,585,618	
Garbage or house	22,198,723	12,391,727	
Wool	1,955,796	2,870,488	
Recovered	891,736	1,131,208	
All other	3,546,622	3,154,886	

### OTHER PRODUCTS.

Lard compounds and other		
lard substitutes	338,863,858	22,026,118
Hydrogenated oils	131,040,779	11,226,881
Stearin, vegetable	4,330,001	2,544,512
Stearin, animal, edible	20,646,738	5,888,794
Stearin, animal, inedible	4,704,464	4,316,273
Oleo oil	37,995,700	15,701,698
Lard oil	7,283,057	5,601,621
Tallow oil	3,630,702	2,567,497
Fatty acids	41,154,727	5,604,438
Fatty acids, distilled	14,194,954	3,977,533
Red oil	12,314,670	6,765,609
Stearic acid	5,513,441	4,286,834
Glycerin, crude 80% basis	31,974,100	9,452,465
Glycerin, dynamite	14,420,392	8,654,341
Glycerin, chemically pure	16,182,175	5,346,896
Cottonseed, foots, 50% basis	99,041,536	61,322,477
Cottonseed foots, distilled	50,249,556	5,858,702
Other vegetable oil foots	15,544,600	5,683,797
Other vegetable oil foots, distilled	400,080	539,009
Acidulated soap stock	19,740,418	16,933,980
Miscellaneous soap stock	1,121,892	311,907

### RAW MATERIALS USED IN THE MANUFACTURE OF VEGETABLE OILS.

	Tons of 2,000 pounds Consumed Sept. 30 to Dec. 31.	On hand Dec. 31.
Cottonseed	2,851,523	1,291,919
Peanuts, hulled	3,689	432
Peanuts, in the hull	165	145
Copra	49,900	18,532
Coconuts and skins	1,294	380
Rape seed	2	
Corn germ	53,333	295
Flaxseed	310,382	172,524
Castor beans	12,200	4,162
Mustard seed	334	672
Soya-beans	2,566	1,553
Olives	1,377	34
Other kinds	178	200

### IMPORTS OF OIL SEEDS, QUARTER ENDED DEC. 31, 1926.

	Tons.
Cotton seed	8,447
Castor beans	12,339
Copra	61,622
Flaxseed	187,458
Poppy seed	1,479
Perilla and sesame seed	430
Other oil seeds	2,392

### IMPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED DEC. 31, 1926.

	Pounds.
Whale oil	4,901,408
Cod and cod-liver	12,765,008
Other fish oils	5,660,430
Beef and hog fats	474,084
Wool grease	3,773,056
Greases and oils, n. s.	858,702
Chinese wood oil or nut oil	22,987,365
Coconut oil	80,331,476
Olive oil, edible	15,278,197
Sulphur oil, or olive foots	4,042,048
Olive oil, denatured	1,290,901
Palm oil	28,536,150
Palm-kernel oil	384,139
Peanut oil	676,591
Rape oil	5,888,408
Linseed oil	255,279
Sesame oil	2,497,069
Soya-bean oil	5,026,217
Vegetable tallow	511,000
Vegetable wax	2,177,321
Other vegetable oils	317,781
Glycerin, crude	4,939,829
Glycerin, refined	3,887,433

### EXPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED DEC. 31, 1926.

	Pounds.
Beef and hog fats	427,822
Fish oils	1,164,535
Other animal oils, fats and greases	118,254
Chinese wood oil or nut oil	1,416,333
Coconut oil	1,604,003
Olive oil, edible	128,943
Palm and palm-kernel oil	276,420
Peanut oil	279,132
Soya-bean oil	346,898
Other vegetable oils	711,209
Vegetable wax	129,174

### EXPORTS OF DOMESTIC FATS AND OILS, QUARTER ENDED DEC. 31, 1926.

	Pounds.
Oleo oil	22,821,935
Neatsfoot oil	303,893
Other animal oils	196,787
Fish oils	318,928
Oleo stock	1,838,203
Tallow	2,945,829
Lard	153,108,109
Lard, neutral	4,680,613
Lard compound, containing animal fats	3,066,240

Oleo and lard stearin	1,375,450
Grease stearin	518,843
Oleic acid, or red oil	72,529
Stearic acid	351,858
Other animal greases, oils and fats	23,817,072
Coconut oil, crude	4,704,672
Cottonseed oil, crude	7,858,186
Cottonseed oil, refined	6,616,688
Linseed oil	389,273
Soya-bean oil	814,342
Corn oil	41,764
Vegetable oil lard compound	2,397,065
Vegetable soap stock	1,570,534
Other vegetable oils and fats	2,977,463
Glycerin	172,494

### DUST EXPLOSION LECTURES.

As the result of a dust explosion which occurred in a cottonseed oil mill in Memphis, Tenn., last spring, killing one employe, injuring a dozen persons, and causing damages amounting to \$250,000, the cottonseed mill industry has become interested in preventive measures.

W. A. Noel, an engineer of the Bureau of Chemistry, of the U. S. Department of Agriculture, has started on a trip through the south, demonstrating methods of preventing dust explosions and fires in cottonseed mills.

The Bureau of Chemistry has accumulated extensive information regarding the causes of dust explosions. It has been discovered that dust resulting from the grinding of cottonseed meal apparently does not have as high explosibility as other dusts, which explains the fact that big explosions in cottonseed mills have been rare.

Using all the information collected, Mr. Noel will lecture before officers of the Cottonseed Crushers' associations of each state. He will also speak before managers of industrial plants, fire marshals, and safety organizations. His lectures will be illustrated with lantern slides and motion pictures.

Mr. Noel has already lectured at the following places: Vanderbilt University, Nashville, Tenn., Memphis, Tenn., Little Rock, Ark., Jackson, Miss., New Orleans, La., Montgomery, Ala., Atlanta, Ga., Columbia, S. C., Raleigh, N. C., and Richmond, Va.

### LESS SEED PER BALE.

Editor THE NATIONAL PROVISIONER:

I have read with a good deal of interest the article on page 40 of your January 29th issue, entitled "What's Ahead for the Cotton Oil Trade," especially that paragraph as to weight of bale and its having to be considered in eventual seed receipts.

This season, as you know, it has taken much less seed cotton to make a 500 lb. bale, in the hill section of this state, 1,300 to 1,350 lbs. making from 500 to 550 lb. bale. I understand the same has been done in other states, hence you see there is much less seed per bale than you might say normally.

Even if the above is not a fact, using the gin figures as of January 16th, seed sold out of a bale to January 1st are some twenty pounds less on a 523 lb. bale season 1926-27 than they were out of a 500 lb. bale season 1925-26.

Whether it be from either one or both of the above reasons, indications are there will be less seed per bale of cotton ginned out of the 1926 crop than there has been in several years, and some of the big boys who have estimated over 6,500,000 ton crush are going to be disappointed.

Yours truly,

H. C. FORRESTER.

Meridian, Miss., Feb. 4.

### WHAT'S AHEAD FOR COTTON OIL?

The discussion and analysis of the cotton oil situation which has appeared on this page for the last three weeks will be continued in next week's issue of THE NATIONAL PROVISIONER.

**The Blanton Company**  
St. Louis, U. S. A.

Refiners of

# Salad Oil

Toppy's Code, Eighth Edition

Give Us Inquiries on Carloads  
Pleased to Submit Samples

Selling Agencies at  
New York Philadelphia Pittsburgh  
Memphis

## VEGETABLE OILS

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association

**Big Market—Sharp Advance—Crude Still Leading—Realizing Heavy—Technical Position Weakened—Sentiment More Mixed—Lard Rather Heavy—Cotton Acreage Awaited.**

A very broad general trade continued in cottonseed oil futures on the New York Produce Exchange the past week, and after advancing  $\frac{1}{2}$  to  $\frac{3}{4}$ c per lb., under general buying and covering, with crude still in the lead and gaining a full cent a pound in a week, prices reacted for futures about  $\frac{1}{4}$ c per lb. from the high point of the move. The distant months again made new highs for the season, and the market continued to act independently of outside conditions.

While developments in cotton and lard had influence for a time, the oil market was dominated by commission house orders and with a persistent buying movement that readily absorbed profit taking, scattered local selling and small hedge pressure.

#### Brought on Wave of Realizing.

The upward movement continued until the rapidity of the advance brought about some hesitation in following the upturn and resulted in a wave of realizing that brought about a setback, which was extremely well absorbed as far as fluctuations were concerned.

Southern and western houses were general buyers for a time, and the local crowd followed the line of least resistance, the latter influenced by the continued smallness of hedging pressure, and the eager demand for crude oil which carried the crude market up to the 8c level at which point, the mills unloaded several hundred tanks to refiners.

Unfavorable weather in the south attracted some attention as far as the picking of the balance of the crop was concerned, and although cash oil demand reports were mixed, the latter received but scant attention as the fact that refiners were still readily following crude oil continued to make for a very strong position in actual oil.

#### Reaction Checks Selling.

The reduction in the short interest finally began to make itself felt and when

outside demand quieted somewhat, and southern and western realizing set in, a reaction followed and brought about a more mixed sentiment. The broadness of the market was readily noted, when commission houses were able to trade in 5,000 to 10,000 bbls. within a range of about 5 points. Whether or not the advance had been definitely terminated, remains to be seen, but one thing appears certain, and that is at the present levels a more two sided condition exists.

The position of the crude mills is quite

### SOUTHERN MARKETS.

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Feb. 10, 1927.—Liberal sales of crude during early part of week at  $7\frac{3}{4}$ c; Texas, 8c. Valley followed by easier markets until  $7\frac{5}{8}$ @ $7\frac{7}{8}$ c respectively, now ruling. Both buyers and sellers indifferent awaiting outcome of the vote on farm relief bill although its effect is already discounted. Prices apt to work somewhat lower under liberal stocks and prospective increasing visible supply.

Futures barely steady; New Orleans trade predicting minimum 325,000 barrels for January consumption. Spot bleachable dull; most buyers now well supplied, nearby spread between lard and cotton oil narrowing considerably with slow cash demand and smaller exports of lard acting as damper on oil advance.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Feb. 10, 1927.—Prime cotton seed delivered Dallas, \$30; snaps and bollies, \$25@27 on location; prime crude cotton seed oil, f.o.b., Dallas,  $7\frac{7}{8}$ @8c; 43 per cent cake and meal, \$30.00; hulls, \$5.00; mill run linters,  $1\frac{1}{2}$ @3c; continuous rains past week; colder today, freezing; though markets appear to be looking better with good demand for products.

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Feb. 10, 1927.—The crude market is quiet at  $7\frac{7}{8}$ c valley, after having sold as high as 8c earlier in the week. Forty-one per cent meal, \$32; and loose hulls, \$6.00, f.o.b., Memphis.

satisfactory as far as can be seen. The refiner has been accumulating crude and refined stocks and while doing better than what probably can be called a normal cash trade, nevertheless is not meeting with the record distribution of last season, and consequently consumption to date is running behind last year, whereas, there is every likelihood that the crush this season will be larger than the last one.

These features and the upturn have had a sobering effect upon some at the moment, particularly as the impression is growing that each advance in cotton from day to day now means that the cotton acreage will be reduced just that much less.

#### Cold Weather Beneficial for New Crop.

It is also pointed out that while the weather of late has been unfavorable for picking the balance of the crop, and has probably delayed farm work for the new crop to some extent, nevertheless the cold weather experienced of late and the rainfall has been making for a good season in the ground, and will prove beneficial after the seed gets in.

The new crop acreage is going to have considerable bearing on oil values within the near future, particularly if the oil trade is to experience a carryover into the new season much larger than the carryover this season, and unless the acreage is materially reduced, it will undoubtedly vitally affect not only the attitude of the oil trader, but of the oil consumer as well, during the remaining months of the present season.

#### Market Is Slightly Easier.

It was estimated that upwards of 500 tanks of crude sold in the southeast and Valley although some estimates ran as high as 1,500, while a fair amount was absorbed in Texas at the  $7\frac{3}{4}$ c level. Around these figures however, the refiner showed an attitude to go somewhat slower in taking hold than of late and although no particular setback has as yet occurred, offerings were in evidence at those levels and the market could be said to have developed a slightly easier tone.

The developments in crude oil are extremely important, as crude having led the market up would, if it should sell off, carry futures down with it. As a result

# ASPEGREN & CO., INC.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

## REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON  
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY



### Logical Cottonseed Oil Market Is In New Orleans

Assure your future requirements by buying contracts there.

Protect yourself by using it for your hedges.

Commissions \$20 per round contract; deliveries in bulk, 30,000 pounds, grade and weight guaranteed by indemnity bond.

The market is broadening and giving real service to the trade. One concern handled 750 contracts during the year, representing 22,500,000 pounds.

#### NEW ORLEANS COTTON EXCHANGE

New Orleans, La.

Write Trade Extension Committee  
for information

much depends upon the orderly marketing recently experienced, and many are of the opinion that the price developments still lie in the hands of the mills themselves.

The lard market has been irregular but the undertone has been heavy. The hog run has been fairly good, and cash lard demand has been no better than fair, with the result that stocks are accumulating and there is a disposition to look for a heavier hog run in the spring.

**COTTONSEED OIL**—Market transactions:

Friday, February 4, 1927.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			875 a	...
Feb.			900 a	935
Mar.	4400	923 899	920 a	922
April	300	934 930	934 a	...
May	8600	945 923	943 a	945
June			950 a	960
July	12500	968 947	965 a	968
Aug.	400	980 969	980 a	...
Sept.	100	980 980	985 a	993

### THE EDWARD FLASH CO.

29 BROADWAY  
NEW YORK CITY

**BROKERS EXCLUSIVELY**

**VEGETABLE OILS**

In Barrels or Tanks

**Hardened Edible Coconut Oil  
COTTON OIL FUTURES**

On the New York Produce Exchange

Total sales, including switches, 26,300 bbls. P. Crude S. E. 7¼@8c.

Saturday, February 5, 1927.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			900 a	...
Feb.			900 a	960
Mar.	600	940 931	933 a	935
April			940 a	946
May	2500	970 952	955 a	...
June			960 a	970
July	8800	990 970	974 a	970
Aug.	600	995 985	986 a	...
Sept.	1200	1006 994	998 a	...

Total sales, including switches, 13,700 bbls. P. Crude S. E. 8c sales and bid.

Monday, February 7, 1927.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			900 a	...
Feb.			900 a	955
Mar.	3800	950 931	931 a	...
April			935 a	950
May	9200	968 953	955 a	953
June	100	975 975	960 a	970
July	13300	986 975	973 a	974
Aug.	1600	999 989	987 a	988
Sept.	900	1009 1001	993 a	997

Total sales, including switches, 28,900 bbls. P. Crude S. E. 8c bid.

Tuesday, February 8, 1927.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			900 a	...
Feb.			900 a	935
Mar.	3200	933 925	924 a	926
April			930 a	940
May	6200	950 943	945 a	...
June	300	958 958	953 a	960
July	10900	974 964	964 a	...
Aug.	1400	986 978	978 a	...
Sept.	2100	995 987	985 a	989

Total sales, including switches, 24,100 bbls. P. Crude S. E. 7¾@8c.

Wednesday, February 9, 1927.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			900 a	...
Feb.			900 a	...
Mar.	1700	927 920	924 a	...
April			930 a	940
May	4200	947 939	943 a	...
June			950 a	958
July	14900	967 959	961 a	960
Aug.	200	979 976	971 a	974
Sept.	700	987 982	976 a	982

Total sales, including switches, 21,700 bbls. P. Crude S. E. 7¾@8c.

Thursday, February 10, 1927.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			910 a	...
Feb.			910 a	950
Mar.		933 925	932 a	934
April			940 a	950
May		952 940	951 a	...
June			960 a	968
July		972 960	971 a	...
Aug.		985 976	983 a	985
Sept.		993 977	990 a	995

SEE PAGE 47 FOR LATER MARKETS.

**COCONUT OIL**—The market has ruled steady to firm under limited offerings, and with evidence of some demand, but consumers and producers still appear to be apart in their ideas. Firmness in tallow, however, and a strong copra situation gave the market some foundation. At New York, tanks were quoted at 8¼c, while at the Pacific coast, tanks were quoted at 8¼@8½c.

**SOYA BEAN OIL**—A moderate demand and a firm market continued in this quarter with offerings limited and with firmness in Europe still attracting attention. At New York, barrels quoted at 12 @12¼c. At the Pacific coast, tanks quoted 9½@9¾c.

**CORN OIL**—The market was quiet, but firm with mills asking 8c f.o.b., with buying interest under that level.

**PALM OIL**—A fair business was reported and the market was firm with offerings well held, and with the foreign markets reported as strong. At New York, spot Nigre casks quoted at 8c; shipment at \$7.40; Lagos spot casks at 8¼c; shipment at 8½c.

**PALM KERNEL OIL**—Consumers were fair buyers and the market was firm with offerings light and very well held. At New York, casks quoted at 9¼c and shipment casks from England quoted at 9¼c.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Market nominal.

**OLIVE OIL**—Demand was reported as quiet and the market steady with Spanish, Greek and Italian spot, New York, quoted at 9¼c, and February forward at 8¼c.

**COTTONSEED OIL**—Demand here was limited, but there was hardly sufficient store oil here to make a market. Southeast and Valley crude, 7½@8c; Texas, 7½@7¾c.

### COTTON GIN LEGISLATION.

Much agitation has been caused among members of the Texas Cotton Seed Crushers' Association by the bill now before the Texas Legislature proposing to make cotton gins and ice factories public utilities. This action would place these industries under the supervision of the Railroad Commission which would have power to fix rates and otherwise supervise operations.

Following is a letter on this subject sent to members of the association by George H. Bennett, secretary:

To the Oil Mills of Texas:

We have the following telegram from our Legislative Committee, dated Austin, reproduced for your information, and any action you may consider necessary—according to your views as to the merits of the bill:

"House Bill No. 26, introduced in House, designated cotton gins and ice plants, along with several other lines of business, as public utilities and placing same under the supervision of the railroad commission with authority to name rates and otherwise supervise the operation of their business.

"Since some of our members have ice plants and considerable gin interests think the association should immediately send out circular giving above information. Will send you copy of bill soon as possible."

It is proposed to designate cotton gins and ice factories as public utilities, and place them under the supervision of the Railroad Commission, both as to price fixing and operation.

Yours truly,

Geo. H. Bennett, Secy.

### COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, Feb. 1 to Feb. 9, 335 bbls.

### The Procter & Gamble Co.

Refiners of all Grades of

## COTTONSEED OIL

Paritan, Winter Pressed Salad Oil  
Borona, Prime Winter Yellow  
Vonna, Prime Summer White  
Borling, Prime Summer Yellow

P&G Special (Hardened)

Coconut Oil

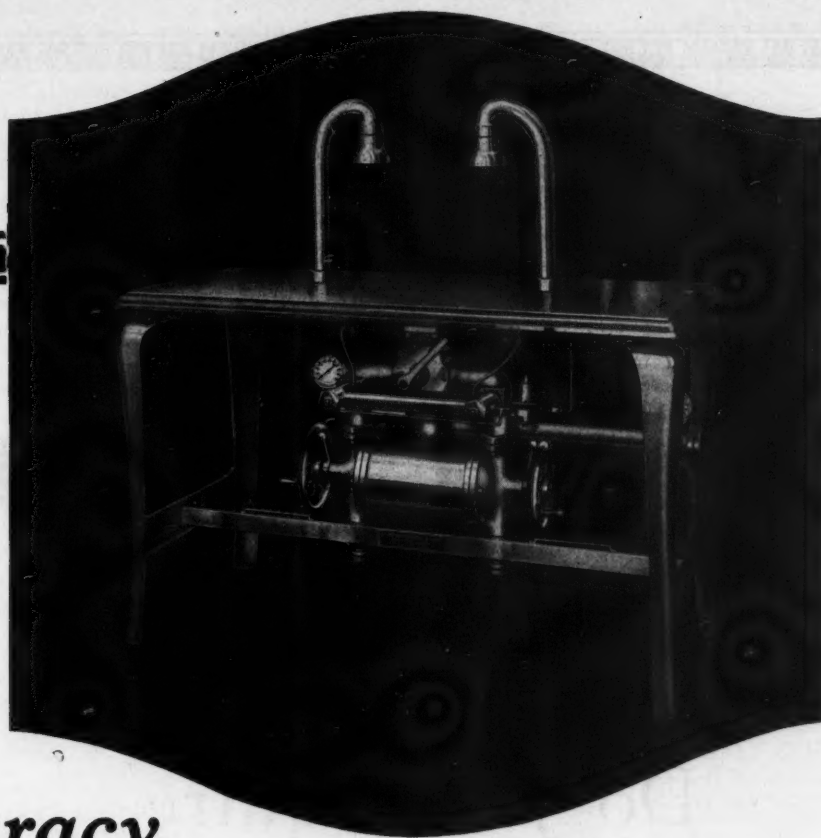
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## Accuracy

The Lamb Automatic Weighing and Filling machine accomplishes what no other machine or methods have ever approached. It weighs with unfailing accuracy. The machine takes the lard from the roll and fixes its density, delivering an accurately weighed volume.

The basic principle on which the density is fixed, and the lard weighed make it absolutely impossible for the weight to be anything but correct.

## Simplicity

Remarkable simplicity in operation is another feature that contributes to the superiority of the Lamb machine.

The elimination of adjustment screws which on ordinary filling machines are used to adjust the varying weights, is indeed a remarkable improvement towards simplifying operation and eliminating losses incident to inaccurate weights. There are only a few moving parts. The unit has no knife blade balances or mechanical trips to get out of order.

## Speed

The Lamb machine packs at a greater rate of speed than any other method or machine. The speed at which you can pack depends on two conditions—the speed at which lard comes from the roll and the efficiency of your method of handling the filled containers.

## Cleanliness

The Lamb machine can be kept clean with very little effort—by removing the cleaning caps at the bottom of the unit and running compressed air or steam thru the entire mechanism leaving it spotlessly clean. Another very important matter of cleanliness is that there are no brass fittings, leather glands or packing or any other material that might cause the formation of verdigris or any other foreign matter.

**Lamb**  
**CORPORATION**  
**PRECISION WEIGHING AND FILLING MACHINES**

Seattle, Wash.

# THE CASING HOUSE

Do you require  
a "uniform" Casing for your products?  
We can supply any size you specify.

**BERTH. LEVI & Co. Inc.**

ESTABLISHED 1882

**NEW YORK  
BUENOS AIRES**

**CHICAGO  
HAMBURG**

**LONDON  
WELLINGTON**



# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Hog products quiet the latter part of week and barely steady with continued mild cash trade, with sentiment still mixed and hogs fairly steady.

### Cottonseed Oil.

Cotton oil firm, latter part week trade quieter owing to holiday and disposition to await consumption report next week. Mills holding crude firmly at 8c Southeast and Valley. Gossip has it that large southern refining interest has accumulated several hundred thousand barrels of oil at low figures, partly with intention of carrying into the new crop which has lifted considerable of the surplus, as some see it. This has accounted for upturn of late, it is claimed.

Quotations on cottonseed oil at Friday noon were: February, \$9.15@9.60; March, \$9.38; April, \$9.40@9.52; May, \$9.53@9.58; June, \$9.60@9.68; July, \$9.75@9.76; August, \$9.88@9.91; September, \$10.00.

### Tallow.

Tallow, extra, 7½c.

Oleo Oil and Stearine.

Stearine, oleo, 9½c.

### Hull Oil Market.

Hull, England, Feb. 11, 1927.—(By Cable)—Refined cottonseed oil, 38s 6d; crude cottonseed oil, 35s 3d.

## FRIDAY'S GENERAL MARKETS.

New York, Feb. 11, 1927.—Spot lard at New York: Prime western, \$12.85@12.95; middle western, \$12.70@12.80; city, 10½c; refined continent, \$13.25; South American, \$14.25; Brazil kegs, \$15.25; compound, \$10.50.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Feb. 11, 1927, show exports from that country were as follows: To England, 142,417 quarters, to the Continent, 70,983 quarters, others, none.

Exports for the previous week were as follows: To England, 135,740 quarters; to the Continent, 56,821 quarters; others, none.

## BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, Feb. 11, 1927.—Market continues very dull and weak. Spot prices have weakened, which have no doubt discouraged consignments. Heavy stocks of Continental bacon on the market.

Today's prices are as follows: Shoulders, square, 72s; picnics, 79s; hams, long cut, 103s; American cut, 102s; bacon, Cumberland cut, 80s; short backs, 95s; bellies, clear, 91s; Canadian, 80s; spot lard, 65s.

## FEB. 1 PROVISION STOCKS.

Stocks of provisions in storage in the United States on Feb. 1, 1927, with comparisons, are announced by the U. S. Bureau of Agricultural Economics, as follows:

	Feb. 1, '27. lbs.	Jan. 1, '27. lbs.	5-yr. av. Feb. 1-lbs.
Beef, frozen.....	67,240,000	72,352,000	79,078,000
Cured.....	13,770,000	11,077,000	10,612,000
In cure.....	14,044,000	17,444,000	12,971,000
Pork, frozen.....	149,860,000	97,650,000	139,872,000
D. S. cured.....	28,149,000	24,604,000	60,437,000
D. S. in cure.....	58,156,000	43,599,000	84,813,000
S. P. cured.....	127,960,000	119,885,000	132,183,000
S. P. in cure.....	224,091,000	187,239,000	253,004,000
Lamb and mutton.....	4,429,000	3,378,000	
frozen.....	61,730,000	63,846,000	72,331,000
Misc. meats.....	69,495,000	49,902,000	69,098,000
Lard.....			

## TRADE GLEANINGS.

Columbus Packing Co., Columbus, Ga., plan to make alterations in its plant, it is reported.

Ready-to-Eat Sausage Shop, 4328 Milwaukee avenue, Chicago, has been sold to Anthony V. Barwig, who has changed the name to the Illinois Sausage Works. The new concern does a wholesale and retail business in fresh and smoked sausage, hams, bacon, etc.

The Krey Packing Co., St. Louis, Mo., will erect a \$1,500,000 packing plant at 6600 N. Broadway street.

A reorganization and new plans in the Crocker Packing Co., Webb City, Mo., provide for the installation of additional equipment in the plant.

The River Rouge Provision Co., River Rouge, Mich., has been incorporated with a capital stock of \$6,000 to pack meats. Headquarters are at 259 Burke avenue, River Rouge, Mich.

The packing plant of P. E. Holz Sons Co., Charleston, Va., will be enlarged.

The Madison Packing Company, 307 W. Johnson street, Madison, Wis., has been incorporated with a capital stock of \$50,000. Incorporators are Oswald Neesvig, Anna Neesvig, and Glenn G. Stephens.

Scheidel & Co., wholesale and retail meat and grocery business, Thirteenth and Chestnut streets, Terre Haute, Ind., has been incorporated for \$30,000. Incorporators are John Scheidel, Mary V. Walsh, Oscar G. Dopfer, George L. Schaak and Peter J. Scheidel. Officers are: John Scheidel, president; Mary Walsh, vice-president; George L. Schaak, secretary; and Peter J. Scheidel, treasurer. This new corporation will take over the present holdings of Scheidel & Schaak.

A new meat packing plant, known as the Pacific Meat Packing Plant, is to be constructed in Chula Vista, Calif. Plans are rapidly being pushed for the erection of the \$35,000 first unit of the entire structure which, when completed, will be a \$1,000,000 plant, according to reports. Meat canning will be the main industry of the plant.

## PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Feb. 5, 1927, with comparisons:

	Week ending Feb. 5.	Prev. week.	Cor. week. 1926.
Western dressed meats:			
Steers, carcasses.....	2,777	2,330	2,454
Cows, carcasses.....	1,038	940	1,090
Bulls, carcasses.....	259	346	275
Veals, carcasses.....	2,087	1,417	1,731
Lambs, carcasses.....	12,962	10,627	9,481
Mutton, carcasses.....	1,196	954	1,184
Pork, lbs.....	553,659	515,768	503,456

Local slaughters:			
Cattle.....	2,285	1,852	1,712
Calves.....	2,411	2,965	1,926
Hogs.....	16,431	10,862	21,042
Sheep.....	4,768	4,930	3,037

## BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending Feb. 5, 1927, with comparisons:

	Week ending Feb. 5.	Prev. week.	Cor. week. 1926.
Western dressed meats:			
Steers, carcasses.....	2,926	2,657	2,110
Cows, carcasses.....	2,931	2,310	2,360
Bulls, carcasses.....	120	96	60
Veals, carcasses.....	1,408	1,360	1,863
Lambs, carcasses.....	14,510	14,968	13,574
Mutton, carcasses.....	441	315	928
Pork, lbs.....	609,588	409,557	551,481
Local slaughters:			
Cattle.....	1,377	1,531	1,609
Calves.....	1,515	1,638	1,386
Hogs.....	20,191	18,667	18,786
Sheep.....	4,338	5,668	5,416

## RECEIPTS AT CENTERS.

SATURDAY, FEBRUARY 5, 1927.

	Cattle.	Hogs.	Sheep.
Chicago.....	100	1,300	2,800
Kansas City.....	300	1,400	200
Omaha.....	100	500	200
St. Louis.....	300	3,300	...
St. Joseph.....	200	1,600	2,000
Sioux City.....	161	4,600	...
St. Paul.....	400	2,200	465
Oklahoma City.....	100	400	100
Fort Worth.....	200	600	300
Milwaukee.....	100	...	...
Denver.....	200	300	1,600
Louisville.....	...	700	...
Wichita.....	100	1,800	...
Indianapolis.....	200	4,000	100
Pittsburgh.....	100	1,000	800
Cincinnati.....	200	700	100
Buffalo.....	200	600	800
Cleveland.....	400	900	500
Nashville.....	...	600	100
Toronto.....	200	400	...

MONDAY, FEBRUARY 7, 1927.

	Cattle.	Hogs.	Sheep.
Chicago.....	15,000	44,000	14,000
Kansas City.....	13,500	14,000	6,000
Omaha.....	6,500	7,500	6,500
St. Louis.....	5,000	14,500	1,000
St. Joseph.....	2,500	4,000	3,000
Sioux City.....	4,500	15,000	8,000
St. Paul.....	1,400	1,400	200
Oklahoma City.....	2,700	2,500	500
Fort Worth.....	200	600	100
Milwaukee.....	200	3,200	3,000
Denver.....	1,200	1,400	300
Louisville.....	3,300	3,200	600
Wichita.....	900	2,500	400
Indianapolis.....	1,000	4,000	2,500
Pittsburgh.....	1,000	4,800	400
Cincinnati.....	1,600	8,500	11,000
Buffalo.....	1,300	4,000	2,500
Cleveland.....	400	900	100
Nashville.....	3,200	1,000	400
Toronto.....	...	...	...

TUESDAY, FEBRUARY 8, 1927.

	Cattle.	Hogs.	Sheep.
Chicago.....	15,000	30,000	16,000
Kansas City.....	9,500	9,000	6,000
Omaha.....	8,000	11,000	7,000
St. Louis.....	4,000	13,500	1,200
St. Joseph.....	2,800	4,000	3,500
Sioux City.....	3,000	8,500	1,000
St. Paul.....	2,700	8,600	800
Oklahoma City.....	1,000	900	...
Fort Worth.....	1,500	300	800
Milwaukee.....	800	2,500	300
Denver.....	1,200	1,800	3,300
Louisville.....	300	900	200
Wichita.....	700	2,000	400
Indianapolis.....	1,000	7,000	500
Pittsburgh.....	200	500	300
Cincinnati.....	300	2,700	200
Buffalo.....	300	1,000	500
Cleveland.....	300	1,500	1,800
Nashville.....	200	600	100
Toronto.....	1,300	1,000	600

WEDNESDAY, FEBRUARY 9, 1927.

	Cattle.	Hogs.	Sheep.
Chicago.....	10,000	16,000	15,000
Kansas City.....	9,000	11,000	5,000
Omaha.....	5,500	13,000	5,500
St. Louis.....	2,500	14,000	1,200
St. Joseph.....	3,300	10,000	3,500
Sioux City.....	3,400	16,000	1,500
St. Paul.....	3,000	16,000	2,300
Oklahoma City.....	800	1,000	...
Fort Worth.....	3,000	800	200
Milwaukee.....	500	1,500	100
Denver.....	500	3,000	2,300
Louisville.....	100	900	200
Wichita.....	500	2,000	400
Indianapolis.....	1,300	7,000	600
Pittsburgh.....	100	1,000	1,200
Cincinnati.....	400	2,700	200
Buffalo.....	200	1,500	1,800
Cleveland.....	300	2,500	1,000
Nashville.....	100	600	100
Toronto.....	1,200	800	600

THURSDAY, FEBRUARY 10, 1927.

	Cattle.	Hogs.	Sheep.
Chicago.....	9,000	36,000	22,000
Kansas City.....	2,000	8,500	3,000
Omaha.....	3,000	11,000	9,500
St. Louis.....	1,500	10,500	1,000
St. Joseph.....	1,200	5,000	5,000
Sioux City.....	2,000	11,000	1,000
St. Paul.....	2,400	10,000	1,000
Oklahoma City.....	900	300	...
Fort Worth.....	1,400	1,100	200
Milwaukee.....	700	2,500	200
Denver.....	900	2,100	3,400
Wichita.....	300	1,500	400
Indianapolis.....	600	4,500	800
Pittsburgh.....	200	2,300	1,200
Cincinnati.....	300	2,300	100
Buffalo.....	200	900	800
Cleveland.....	300	1,500	1,500

FRIDAY, FEBRUARY 11, 1927.

	Cattle.	Hogs.	Sheep.
—FRIDAY TO COME			
Chicago.....	3,000	28,000	14,000
Kansas City.....	4,000	8,000	2,000
Omaha.....	1,000	8,500	2,600
St. Louis.....	1,000	13,000	400
St. Joseph.....	800	5,000	2,000
Sioux City.....	1,500	13,000	800
St. Paul.....	1,700	10,000	700
Oklahoma City.....	100	100	...
Fort Worth.....	1,500	1,500	650
Milwaukee.....	200	500	100
Denver.....	200	400	3,300
Wichita.....	200	1,500	100
Indianapolis.....	800	8,000	800
Pittsburgh.....	600	2,700	100
Cincinnati.....	800	3,200	7,600
Buffalo.....	300	1,800	1,800
Cleveland.....	300	1,800	1,800

## LIVE STOCK MARKETS

### CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Feb. 10, 1927.

**CATTLE**—Cattle receipts were smaller in the aggregate at eleven big markets, but slightly larger at Chicago. Steers and light heifers predominated. Killing quality was plain, buyers continuing to protest against low dressing percentages.

The country supported the trade from \$9.00 downward. The wide spread continued, however, killers getting low-quality little cattle downward to \$7.75, while choice heavies sold upward to \$12.90, the week's top.

Most of the well finished heavy steers originated west of the Missouri River and brought \$11.75@12.50. A few loads made \$12.75@12.85, some 1,590 lb. averages going at the latter price. Very plain qualified but fat 1,400 lb. short-fed bullocks sold downward to \$9.75 and below, but as a rule there was little with weight below \$10.00.

Heavy steers assumed a premium position over comparable grade lights, exactly the reverse condition of 90 days ago. Yearlings stopped at \$12.15, medium weight steers on the long yearling order making \$12.25. It is doubtful whether a load of prime yearlings would now pass \$12.50.

Most little cattle were shortfeds which are not showing up well in the beef, and are selling relatively high at \$9.00@9.50. The country paid upward to \$9.25 for half-fat 1,150 lb. steers, buying western bred yearlings upward to \$8.75, and a moderate supply of well bred meaty steers at \$8.00@8.50, only thin kinds selling under \$7.50.

Better grade fat cows advanced 25c; heifers 25@50c; cutter cows held steady; bulls lost 15@25c and vealers continued to sell actively and relatively high, bringing \$12.00@15.00 according to weight, condition and outlet, big packers operating mostly at \$12.00@13.50.

**HOGS**—Heavy hogs mostly 15@25c lower for week; packing sows sharing butcher decline; lightweight butchers, light lights and pigs around steady; declines sharp on light hogs after opening of initial session of calendar week; closing top, \$12.40; limited number above \$12.30; bulk light hogs, \$12.15@12.30; most 210 to 240 lb. weights, \$11.90@12.10; bulk 250@300 lbs., \$11.80@12.00; packing sows, \$10.75@11.00; pigs, \$11.75@12.00.

**SHEEP**—Comparatively light receipts resulted in sharp upturns on opening sessions, best woolled lambs making \$13.60, with choice light ewes at \$9.00. Increased receipts and sluggish dressed trade resulted in early advances being erased. Desirable fat lambs closed mostly at \$12.75@13.00 with a few choice lightweights at \$13.25.

Averages of 98@105 lbs. sold mostly at \$12.00@12.35. Native lambs were very scarce, bulk \$12.50@12.75, with a broad demand for culls at \$10.00@11.00. Fat ewes sold on late sessions mostly at \$7.50@8.00 with a few upward to \$8.50.

### KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., Feb. 10, 1927.

**CATTLE**—There has been a good demand for the better grades of fed steers and yearlings all week, and kinds grading good and above are strong to 25c higher than a week ago with choice heavies sharing the full advance. Medium grades of short-feds have predominated in the supply, and are quoted mostly steady.

Choice long yearlings scaling 1,050 pounds cashed at \$12.65, and best heavies weighing over 1,500 lbs. made \$12.25. A moderate supply of the better grades of fed arrivals sold from \$10.75@11.50 while the bulk of the offerings went from \$8.00@10.50.

Fat she-stock sold at strong to 25c higher levels with fed heifers showing the maximum gain. Cutter cows and bulls held at generally steady prices. Veal calves closed from \$1.50@2.00 lower with the top at \$12.00.

**HOGS**—Price fluctuations were frequent but only slight changes were made as compared with a week previous. Most offerings are closing weak to 10c under last Thursday, with a few exceptions on light lights that are regarded as steady. Underweights sold up to \$12.35 on Monday for the week's top while at the close a comparable grade went at \$12.25. Packing sows closed 10@20c lower, with \$10.75@11.15, taking the bulk.

**SHEEP**—Fat lamb prices are 10@25c higher than last Thursday but are closing at the low point of the week. Desirable fed westerns sold up to \$13.35 to shippers and \$13.25 to packers. Bulk of arrivals went from \$12.65@13.25. Aged sheep are steady to 50c over a week ago. Best fat ewes sold up to \$8.75, the highest since May, 1926.

### LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Feb. 10, 1927, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs* (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
Hyv. wt. (250-350 lbs.), med-ch.....	\$11.75@12.00	\$11.90@12.10	\$11.35@11.65	\$11.50@11.75	\$11.50@11.60
Med. wt. (200-250 lbs.), med-ch.....	\$11.85@12.15	\$12.00@12.35	\$11.50@11.75	\$11.60@11.90	\$11.55@11.75
Lt. wt. (160-200 lbs.), med-ch.....	\$11.85@12.25	\$12.10@12.50	\$11.00@11.30	\$11.80@12.15	\$11.90@11.75
Lt. lt. (130-160 lbs.), com-ch.....	\$11.75@12.25	\$11.50@12.50	\$11.00@11.80	\$11.90@12.25	\$11.75@12.00
Packing sows, smooth and rough.....	\$10.50@11.15	\$10.75@11.25	\$10.65@11.15	\$10.50@11.15	\$10.50@11.00
Sight. pigs (180 lbs. down), med-ch.....	\$11.50@12.15	\$11.25@12.10	.....	\$11.75@12.25	\$12.00@12.25
Av. cost and wt., Wed. (pigs excluded).....	\$11.91-231 lb.	\$12.05-222 lb.	\$11.36-256 lb.	\$11.59-246 lb.	\$11.50-222 lb.
<b>Slaughter Cattle and Calves:</b>					
<b>STEERS (1,500 LBS. UP):</b>					
Good-ch.....	10.50@13.00	.....	9.00@11.50	9.00@12.25	.....
<b>STEERS (1,100-1,500 LBS.):</b>					
Choice.....	11.50@13.00	9.75@11.50	10.05@12.35	11.10@12.35	10.50@11.50
Good.....	10.00@12.00	9.25@11.00	9.35@11.35	9.25@11.25	9.00@10.50
Medium.....	8.50@10.50	7.50@9.25	7.25@9.00	7.25@9.50	7.50@9.25
Common.....	6.75@8.75	6.25@7.50	5.65@7.25	5.50@7.25	6.25@7.50
<b>STEERS (1,100 LBS. DOWN):</b>					
Choice.....	11.50@12.75	11.00@12.25	11.35@12.60	11.25@12.65	10.50@11.35
Good.....	9.75@11.50	9.50@11.00	9.50@11.00	9.25@11.25	8.75@10.60
Medium.....	8.25@10.00	7.50@9.50	7.25@9.00	7.25@9.25	7.00@8.55
Common.....	6.50@8.50	6.25@7.50	5.50@7.25	5.50@7.25	6.10@7.00
Canner and cutter.....	5.75@6.50	5.25@6.25	4.50@5.50	4.50@5.50	5.50@6.10
<b>LT. YRLG. STEERS AND HEIFERS:</b>					
Good to choice (850 lbs. down).....	8.85@12.25	9.00@11.25	8.85@11.75	8.60@12.00	8.75@11.00
<b>HEIFERS:</b>					
Good-choice (850 lbs. up).....	7.00@10.75	7.25@9.75	7.00@10.50	7.00@10.25	6.75@10.25
Common-med. (all weights).....	5.75@8.25	5.50@8.25	5.15@7.85	5.00@7.65	5.50@7.25
<b>COWS:</b>					
Good to choice.....	6.25@7.75	5.75@7.50	5.85@7.65	6.00@7.50	5.75@7.25
Common and medium.....	5.00@6.25	4.75@5.75	4.75@5.85	4.75@6.00	4.75@5.75
Canner and cutter.....	4.25@5.00	3.65@4.75	4.00@4.75	3.75@4.75	3.75@4.75
<b>BULLS:</b>					
Good-ch. (beef 1,500 lbs. up).....	6.25@6.50	5.25@6.00	6.00@6.50	6.00@6.35	5.85@6.25
Good-ch. (1,500 lbs. down).....	6.25@7.25	5.25@6.75	6.00@8.75	6.00@6.65	5.85@6.35
Can.-med. (canner and bologna).....	5.50@6.00	4.25@6.25	4.75@6.00	4.60@6.00	5.00@5.85
<b>CALVES:</b>					
Medium to choice (milk fed. exc.).....	6.50@9.00	6.50@9.00	6.00@8.50	6.00@8.50	5.00@7.00
Cull-common.....	5.00@6.50	5.00@6.50	4.50@6.00	5.00@6.00	4.50@5.00
<b>VEALERS:</b>					
Medium to choice.....	10.50@15.00	10.00@15.00	9.00@12.50	7.00@12.00	9.00@13.75
Cull-common.....	6.50@10.50	5.00@10.00	5.00@9.00	4.50@7.00	5.50@9.00
<b>Slaughter Sheep and Lambs:</b>					
Lambs, med. to choice (84 lbs. down).....	11.50@13.25	10.75@13.25	11.25@12.90	11.00@13.00	10.50@12.60
Lambs, med.-ch. (92 lbs. up).....	10.00@12.00	.....	.....	.....	.....
Lambs, cull-com. (all weights).....	9.50@11.50	9.00@10.75	9.25@11.25	8.75@11.00	8.50@10.50
Yearling wethers, medium to choice.....	9.50@11.75	8.25@11.50	9.00@11.25	8.50@11.00	.....
Ewes, common to cull.....	6.75@8.75	4.75@8.50	6.25@8.75	5.25@8.75	5.75@8.25
Ewes, canners and cull.....	2.25@6.75	2.00@4.75	2.25@6.75	1.50@5.25	2.00@5.75

\*The top and bulk prices of hogs will not be reported by the Department of Agriculture in the future.

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**ST. LOUIS.**

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Feb. 10, 1927.

**CATTLE**—Light weight, plain quality, short-fed steers which predominated during the current week, proved a burden, while the meager supply of bullocks, grading good and better, found a good demand.

Compared with last Thursday, best steers advanced 25c; mixed yearlings, heifers and cows, 25@50c; plain steers and low cutters, strong; medium bulls, steady; good and choice vealers, steady to 25c lower; tops for week matured steers, \$10.25; light weight steers, \$10.00; mixed yearlings, \$10.00; heifers, \$9.50.

Bulls: Steers, \$7.50@9.25; fat mixed yearlings and heifers, \$8.50@9.50; cows, \$5.00@6.25; low cutters, \$4.00@4.50.

**HOGS**—Following reverses the first of the week the market rallied sufficiently on most classes to offset this weakness. A little easiness is reflected in bulk of light hog sales, and pigs show a 25c decline, but medium and heavy hogs and packing sows are steady.

The low spot at mid-week found heavy hogs at \$11.90@11.95; top light weights, \$12.35 today; best light hogs brought \$12.50; 200@260 lb. weights, \$12.10@12.35; heavier hogs, \$12.00@12.10; best pigs, \$11.75@12.00; packing sows mostly \$11.00.

**SHEEP**—Fat lambs at one time 75c higher retracted most of the ground today. Today's trade was 25c higher on fat lambs, 50c higher on cull lambs, and about 50c higher on older classes. Top lambs, \$13.25; bulk, \$12.85@13.10; culls, \$9.00; best fat ewes, \$8.00@8.25.

**OMAHA.**

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Feb. 10, 1927.

**CATTLE**—Moderate receipts and continued broad demand provided strength to the market on fed steers and yearlings, and as compared with week ago, current prices are strong to 10@15c higher, good and choice weighty steers and medium weights showing the upturn. Bulk for the

week earned \$8.50@10.50, with a number of loads \$10.75@11.00. Weighty steers earned \$11.10; yearlings, \$11.25; and medium weights, \$11.35. She-stock is strong to 15c higher; bulls, veals steady.

**HOGS**—Erratic fluctuations were witnessed throughout the period in the hog division. Uneven distribution of supplies and uncertainty of shipping inquiry volume have been some of the unsettling influences. However, when the ups and downs are balanced, the comparisons with a week ago show lights and butchers 5@10c lower, with packing grades 25@50c lower. On Thursday, bulk 160@200 lb. lights sold \$11.65@11.75; top, \$11.80; butchers, 200@300 lb., \$11.55@11.65; packing sows, \$10.75@11.00.

**SHEEP**—A two-day market in the fat lamb trade was recorded this week. Moderate receipts the forepart of the week, resulted in price improvement while trend towards the closing was sharply lower and comparisons Thursday with Thursday show prices 10@25c lower. Bulk of fed woolled lambs on Thursday sold \$12.40@12.75; top, \$12.90. Fat sheep have been scarce and price tendency higher. Comparisons with a week ago uncovering a net upturn of 50@75c with desirable weights; ewes noted \$8.00@8.75.

**ST. JOSEPH.**

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., Feb. 8, 1927.

**CATTLE**—Cattle receipts two days this week around 6,300 and bulk of these were beef steers and yearlings. Supplies were lighter at all points Monday and the market here was strong to 15c higher, but with increased receipts Tuesday this strength was lost. Bulk of steers ranged \$8.50@10.00 with best at \$10.25, these averaging 1,076 lbs.

Colorado pulpers ranged \$9.00@9.25 and Nebraskas sold at \$9.00. Mixed yearlings were very scarce and sales ranged mostly \$8.25@9.00. Trade in butcher stock was uneven, cows are strong to 15c higher, heifers weak to a shade lower.

A few choice cows sold up around \$7.00,

but bulk of fair to good kinds ranged \$5.00@6.50, with cannors and cutters \$4.00@4.50. Bulls held steady; bolognas, \$5.60@5.75; butchers up to \$6.50.

**HOGS**—Receipts of hogs for two days were around 9,000 and the market uneven, but about steady with last week's close. Today's top, \$12.00 on light weights and bulk of all sales \$11.75@11.85. Packing mostly \$10.75@11.00.

**SHEEP**—Sheep receipts were only moderate and all kinds are higher. Lambs 25@35c higher, sheep 25@50c up. Top lambs today \$13.25; others down to \$12.90. Best ewes sold at \$8.75; wethers, \$9.25; and yearlings, \$10.50.

**ST. PAUL.**

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

So. St. Paul, Minn., Feb. 9, 1927.

**CATTLE**—Price tendencies have worked toward lower levels during the past two days, downturns figuring weak to 15@25c, the maximum end of which centered on steers.

Top heavy steers scored at \$9.75; best yearlings, \$9.25; numerous loads of light and mediumweight offerings netting between this price and \$8.75, while the bulk scored at \$7.25@8.75. Several loads of 800 to 1,000 lb. heifers netted \$8.00@8.50, comparable grades of cows stopping at \$7.00, bulk of fat she stock scoring from \$5.00@7.00.

Cutters cleared largely at \$4.00@4.50; bulls from \$5.50@5.75, or 15@25c under a week earlier. Vealers are from 75c@1.00 under their recent high time, the bulk selling around \$13.00, within an extreme range of \$12.00@14.00.

**HOGS**—Compared with a week ago the

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local hog market is around 10c lower, with bulk going on packer account at \$11.50@11.65, some sorted kinds suitable for shipping purposes at \$11.75. Packing sows sold mostly at \$10.50 lately, while desirable pigs cleared at \$12.25 mostly.

**SHEEP**—Best fat lambs over a period of six consecutive days have shown no change but are around 25c higher than the same day a week ago. Best fed lambs sold recently at \$13.00; some less desirable kinds, \$12.75@12.85; while heavy lambs sold at \$11.00@11.50, with culls at \$8.50 @ around \$10.00.

Some inferior light lambs have sold at \$5.00@7.00. Best fat ewes cashed at \$8.25; others at \$8.00; with strongweights \$6.50 @ around \$7.00; lower grades and extreme heavies \$4.50 @ around \$5.00; with culls at \$2.00@3.00.

### SIoux CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., Feb. 9, 1927.

**CATTLE**—Cattle receipts are running somewhat lighter than last week, but trade appears to be calling for moderation in supplies, and anything like largely increased supplies would perhaps result in at least temporarily lower prices.

The half week total for this point, 10,000, is 2,200 less than were here for the first half of last week and 1,500 less than a year ago. The market was fairly active and steady to a bit strong for the better grades of beef steers and yearlings, but was slow at recent declines for the bulk of offerings which ran from medium down to common in quality.

One lot of strong weight steers, 1,334 pounds average, sold at \$10.75 with a number of bunches of yearlings and medium weights at around \$10.00 but the bulk of steers and yearlings sold in a range of \$8.00@9.25; bulk of cows, \$5.75@6.50; heifers, \$6.50@8.00. Stock cattle trade not large, and prices off 25c for the half week, bulk selling in a range of \$6.50@7.75.

**HOGS**—Receipts of hogs were 14,000, and for the half week 27,000, or around 8,000 less than last week. The market was 15@25c lower, with the packers again setting their pegs for a one-price market which, if persisted in means good night to a competitive market for the convenience of the packer in his campaign of country buying as against an open market.

Best of the shipper grades of light sold at \$11.65; a few lots to the shippers at \$11.40@11.60 for light butchers, and \$11.40 @11.45 for heavy butchers. Packer prices were set at \$11.35 for all weights and qualities but they bought a few at \$11.40. Sows, \$10.85@11.15.

**SHEEP**—Sheep were steady to strong with best lambs at \$13.35; top ewes quotable at \$8.00@8.10.

### NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending Feb. 5, 1927, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City .....	3,325	10,106	9,508	12,351
New York .....	1,800	5,198	19,082	11,129
Central Union .....	3,731	1,863	.....	27,085
<b>Total .....</b>	<b>8,856</b>	<b>17,167</b>	<b>28,590</b>	<b>50,515</b>
Previous week .....	7,773	11,878	28,055	45,371
Two weeks ago .....	9,020	9,704	29,280	48,376

### BUFFALO LIVESTOCK IN JAN.

Receipts and disposition of livestock at Buffalo, N. Y., for the month of January, 1927, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts .....	23,709	27,195	90,125	176,758
Shipments .....	12,002	20,128	54,090	162,755
Local slaughter .....	11,682	7,067	34,416	13,013

**What are the yields in cutting carcass beef, New York or Philadelphia style, compared to the Chicago method? Ask THE BLUE BOOK, the "Packer's Encyclopedia."**

### PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Feb. 5, 1927, with comparisons, are reported to The National Provisioner as follows:

#### CHICAGO.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co. ....	6,657	15,100	23,106	.....
Swift & Co. ....	5,735	11,800	21,591	.....
Morris & Co. ....	3,469	6,000	11,209	.....
Wilson & Co. ....	4,730	12,200	8,521	.....
Anglo-Amer. Prov. Co. ....	1,032	2,400	.....	.....
G. H. Hammond Co. ....	3,064	5,500	.....	.....
Libby, McNeill & Libby. ....	1,242	.....	.....	.....
Brennan Packing Co., 6,300 hogs; Miller & Hart, 5,800 hogs; Independent Packing Co., 3,900 hogs; Boyd, Latham & Co., 5,100 hogs; Western Packing & Provision Co., 7,000 hogs; Roberts & Oake, 6,700 hogs; others, 28,900 hogs.	.....	.....	.....	.....

#### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co. ....	2,378	1,224	6,311	2,361
Dold Pkg. Co. ....	2,707	1,015	4,061	4,377
Fowler Pkg. Co. ....	971	8	.....	.....
Morris & Co. ....	3,268	1,080	3,291	2,197
Swift & Co. ....	3,672	951	10,383	3,548
Wilson & Co. ....	3,819	536	8,835	3,942
Local butchers .....	601	258	2,393	314
<b>Total .....</b>	<b>17,566</b>	<b>5,081</b>	<b>35,264</b>	<b>16,739</b>

#### OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co. ....	3,193	13,248	7,235
Cudahy Pkg. Co. ....	4,355	11,838	6,789
Dold Pkg. Co. ....	803	5,228	.....
Morris & Co. ....	3,619	4,435	3,443
Swift & Co. ....	5,816	9,204	9,389
Eagle Pkg. Co. ....	22	.....	.....
Glassburg, M. ....	24	.....	.....
Glaser Prov. Co. ....	32	.....	.....
Hoffman Pkg. Co. ....	32	.....	.....
Mayerowich & Vall. ....	39	.....	.....
Omaha Pkg. Co. ....	57	.....	.....
J. Rife Pkg. Co. ....	9	.....	.....
J. Roth & Sons. ....	45	.....	.....
So. Omaha Pkg. Co. ....	134	.....	.....
Lincoln Pkg. Co. ....	277	.....	.....
Morrell Pkg. Co. ....	40	.....	.....
Sinclair Pkg. Co. ....	116	.....	.....
Wilson & Co. ....	328	.....	.....
Kennett-Murray Co. ....	1,747	.....	.....
J. W. Murphy. ....	14,808	.....	.....
Nagle Pkg. Co. ....	39	.....	.....
Other hog buyers, Omaha. ....	14,928	.....	.....
<b>Total .....</b>	<b>19,050</b>	<b>75,496</b>	<b>26,866</b>

#### ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co. ....	1,576	528	3,738	1,307
Swift & Co. ....	2,979	1,893	7,110	3,037
Morris & Co. ....	1,562	826	2,827	1,361
East Side Pkg. Co. ....	2,010	258	8,861	.....
Others .....	4,353	1,468	7,901	1,442
<b>Total .....</b>	<b>12,465</b>	<b>4,970</b>	<b>28,437</b>	<b>7,147</b>

#### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co. ....	2,957	1,146	11,163	14,480
Armour & Co. ....	1,071	567	6,014	3,170
Morris & Co. ....	1,972	833	5,134	1,767
Others .....	1,557	179	6,308	1,813
<b>Total .....</b>	<b>8,457</b>	<b>2,825</b>	<b>28,619</b>	<b>21,230</b>

#### SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy & Co. ....	3,133	561	15,632	4,209
Armour & Co. ....	3,385	468	13,976	4,182
Swift & Co. ....	2,043	579	8,200	3,893
Sacks Pkg. Co. ....	87	8	1	.....
Smith Bros. Pkg. Co. ....	74	6	79	.....
Local butchers .....	101	7	.....	.....
Order-buyers and packer shipments .....	1,852	101	20,150	.....
<b>Total .....</b>	<b>10,675</b>	<b>1,733</b>	<b>58,067</b>	<b>12,284</b>

#### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co. ....	1,621	769	2,281	111
Wilson & Co. ....	1,598	663	4,255	.....
Other butchers .....	87	2	351	.....
<b>Total .....</b>	<b>3,306</b>	<b>1,434</b>	<b>6,887</b>	<b>111</b>

#### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers .....	1,171	2,758	10,121	2,891
Kingan & Co. ....	1,272	905	14,827	731
Armour & Co. ....	179	13	2,357	17
Indianapolis Abat. Corp. ....	1,425	22	.....	255
Hilgemier Bros. ....	.....	.....	693	.....
Brown Bros. ....	118	6	.....	.....
Bell Pkg. Co. ....	151	.....	429	.....
Schussler Pkg. Co. ....	25	.....	228	.....
Riversview Pkg. Co. ....	8	.....	176	6
Meier Pkg. Co. ....	80	6	212	.....
Indianapolis Prov. Co. ....	45	.....	257	.....
A. Wabnitz .....	6	37	.....	46
Hoosier Abat. Co. ....	81	.....	.....	.....
Others .....	403	106	569	36
<b>Total .....</b>	<b>4,914</b>	<b>3,853</b>	<b>29,869</b>	<b>3,992</b>

#### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co. ....	420	146	3,017	123
Kroger Groc. & Bak. Co. ....	247	92	1,807	.....
Gus Juengling .....	214	118	.....	27
J. & F. Schroth Pkg. Co. ....	25	.....	1,910	.....
H. H. Meyer Pkg. Co. ....	84	.....	1,508	.....
J. Hilbert's Sons Co. ....	174	.....	.....	18
A. Sander Pkg. Co. ....	.....	.....	1,174	.....
Sam Gall .....	11	24	.....	253
J. Schlacter's Sons. ....	214	247	.....	127
Wm. G. Rehn's Sons. ....	117	20	.....	.....
<b>Total .....</b>	<b>1,464</b>	<b>647</b>	<b>9,740</b>	<b>548</b>

#### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co. ....	1,371	8,173	8,808	438
U. D. B. Co., N. Y. ....	48	.....	.....	.....
The Layton Co. ....	.....	.....	.....	.....
R. Gums & Co. ....	100	.....	70	17
Armour & Co., Milw. ....	361	4,076	.....	10
Armour & Co., Chgo. ....	347	.....	.....	.....
N. Y. B. D. M. Co., N. Y. ....	17	.....	.....	.....
Bimble, Harrison, N. J. ....	.....	.....	.....	422
Corkran-Hill, Baltimore. ....	.....	.....	.....	212
Butchers .....	262	236	52	160
Traders .....	226	102	14	12
<b>Total .....</b>	<b>2,732</b>	<b>12,587</b>	<b>9,916</b>	<b>637</b>

#### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy & Co. ....	1,267	816	6,733	1,495
Dold Pkg. Co. ....	442	19	4,700	.....
Local butchers .....	183	.....	.....	.....
<b>Total .....</b>	<b>1,892</b>	<b>835</b>	<b>11,532</b>	<b>1,495</b>

#### DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co. ....	844	175	4,690	675
Armour & Co. ....	480	156	3,949	2,601
Blayney-Murphy Co. ....	319	61	1,535	.....
Others .....	289	316	945	690
<b>Total .....</b>	<b>1,912</b>	<b>702</b>	<b>10,819</b>	<b>4,169</b>

#### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co. ....	2,801	5,537	19,168	2,087
Cudahy Pkg. Co. ....	491	1,437	.....	.....
Hertz Bros. ....	209	18	.....	.....
Swift & Co. ....	4,442	8,671	26,024	7,672
United Pkg. Co. ....	1,385	157	.....	.....
Others .....	748	302	12,788	.....
<b>Total .....</b>	<b>10,077</b>	<b>16,122</b>	<b>58,590</b>	<b>10,259</b>

#### RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending Feb. 5, 1927, with comparisons:

#### CATTLE.

	Week ending Feb. 5.	Prev. week.	Cor. week, 1926.
Chicago .....	25,919	27,716	29,857
Kansas City .....	17,566	20,361	19,402
Omaha .....	19,050	20,311	20,339
St. Louis .....	12,465	13,442	21,585
St. Joseph .....	8,457	10,029	9,994
Sioux City .....	10,675	11,323	12,397
Indianapolis .....	3,306	3,946	3,875
Cincinnati .....	1,464	1,841	1,506
Milwaukee .....	2,732	2,807	.....
Wichita .....	1,892	1,632	1,632
Denver .....	1,912	2,424	2,042
St. Paul .....	10,077	11,236	9,090
<b>Total .....</b>	<b>120,429</b>	<b>133,546</b>	<b>180,626</b>

#### HOGS.

	Week ending Feb. 5.	Prev. week.	Cor. week, 1926.
Chicago .....	117,200	133,400	131,300
Kansas City .....	4,311	34,085	33,980
Omaha .....	75,496	78,202	77,815
St. Louis .....	28,437	44,349	61,973
St. Joseph .....	28,619	36,169	26,387
Sioux City .....	58,067	72,869	74,451
Indianapolis .....	6,887	3,779	5,252
Omaha City .....	29,869	38,390	32,407
Cincinnati .....	9,746	12,378	13,880
Milwaukee .....	9,916	12,344	.....
Wichita .....	11,532	10,283	13,064
Denver .....	10,819	15,867	15,335
St. Paul .....	58,590	64,706	69,223
<b>Total .....</b>	<b>451,479</b>	<b>556,890</b>	<b>555,027</b>

#### SHEEP.

	Week ending Feb. 5.	Prev. week.	Cor. week, 1926.
Chicago .....	64,727	58,464	51,931
Kansas City .....	2,361	22,484	19,390
Omaha .....	26,896	21,893	36,170
St. Louis .....	7,147	10,779	6,537
St. Joseph .....	21,230	27,167	53,286
Sioux City .....	12,284	10,837	8,361
Indianapolis .....	111	8	23
Omaha City .....	3,992	6,594	1,839
Cincinnati .....	1,464	1,028	564
Wichita .....	637	398	.....
Wichita .....	1,495	1,251	691
Denver .....	4,709	2,801	4,258
St. Paul .....	10,259	7,284	4,566
<b>Total .....</b>	<b>155,826</b>	<b>170,745</b>	<b>186,813</b>

### NEW

# HIDE AND SKIN MARKETS

## Chicago.

**PACKER HIDES**—There was a further decline of  $\frac{1}{2}$ c on most descriptions of packer hides during the week. Trading was moderate, around 60,000 to 70,000 hides reported moving, all January-February take-off. There appears to be a lack of interest in the market on the part of some packers, due to their sold up position; however, there is little tendency to allow stocks to accumulate on the winter hides, killers preferring to maintain their sold-up position even at the decline.

Spread native steers quiet and priced nominally at  $15\frac{1}{2}$ @ $15\frac{1}{2}$ c. Heavy native steers sold at 14c. Stocks light on extreme native steers; no trading reported and market nominally  $13\frac{1}{2}$ c.

Butt branded steers sold in a small way at  $13\frac{1}{2}$ c; Colorados moved at 13c by three packers. Heavy Texas steers priced nominally at  $13\frac{1}{2}$ c; light Texas steers 13c nominally; extreme light Texas steers 12c nominally.

Heavy native cows priced nominally at  $12\frac{1}{2}$ c; some trading rumored at this figure but not confirmed. Around 20,000 light native cows were sold by all packers at 13c for January-February. Around 5,000 branded cows brought 12c.

Bulls quiet and priced nominally at  $9\frac{1}{2}$ @ $10$ c for current take-off. Branded bulls nominally 9c for southern and 8c for northern.

**SMALL PACKER HIDES**—Market remains inactive, all local killers but one having already sold February productions. Last trading in February take-off was at  $13\frac{1}{2}$ c for all-weight native steers and cows, and 13c for branded. Since that time there has been a sharp decline in the big packer market and trading will be necessary to establish definitely the small packer market, which is called nominally around a cent under last trading price.

**COUNTRY HIDES**—Country hides continue easy, in sympathy with packer market. Some dealers reported to have sold ahead on the strong market a short time ago and this is a factor in sustaining prices for prompt delivery now. Good all-weights, free of grub, quoted at  $11\frac{1}{2}$ c, with slightly grubby stocks at 11c. Heavy steers quoted around 11c; heavy cows, 10 @ $10\frac{1}{2}$ c. Buff weights slow and quoted at  $11\frac{1}{2}$ c. Extremes quoted around 14c for 25-45 lb. average, free of grub, for prompt shipment, down to 13c for 25-50 lb. weights. Bulls slow, and  $7\frac{1}{2}$ @ $8$ c asked. All-weight western branded in slow demand and quoted at  $9\frac{1}{2}$ @ $9\frac{1}{2}$ c, Chicago freight.

**CALFSKINS**—Packer calfskin market quiet and waiting;  $18\frac{1}{2}$ @ $19$ c asked for January skins; bidding considerably lower; apparently little interest.

First salted Chicago city calfskins quiet,  $16\frac{1}{2}$ @ $17$ c asked. Outside city skins quoted around  $16\frac{1}{2}$ @ $16\frac{1}{2}$ c. Resalted lots dull and quoted at  $14\frac{1}{2}$ @ $16$ c. Straight countries  $13\frac{1}{2}$ @ $14$ c asked.

**KIPSKINS**—Little interest at the moment. Generally asking 18c for natives,  $17\frac{1}{2}$ @ $17\frac{1}{2}$ c for over-weights; 14c for branded, with buyers calling nominal market  $\frac{1}{2}$ c under these figures.

First salted Chicago city kips quiet and nominally  $15\frac{1}{2}$ @ $16$ c. Outside city kips quoted around  $15\frac{1}{2}$ @ $16$ c. Resalted lots dull and quoted at  $14\frac{1}{2}$ @ $15\frac{1}{2}$ c, selected. Straight countries around  $13\frac{1}{2}$ c asked.

Packer regular slunks last sold in quantity at  $1.25$ , with a few skins somewhat

higher. Last trading in hairless at 73c, flat for No. 1's and 2's.

**HORSEHIDES**—Horsehides easy and showing some accumulation. Choice renderers can be had at \$5.00, some asking \$5.25, and up to \$5.50 asked in the East. Good mixed lots priced at  $\$4.50$ @ $4.75$ ; ordinary country lots slow and quoted at  $\$4.00$ @ $4.50$ .

**SHEEPSKINS**—Dry pelts quoted at 20 @ $23$ c per lb., according to section. Packer shearlings inactive, few being made at this season and these a good part No. 2's; last trading was part-car at  $\$1.02\frac{1}{2}$ , with good portion No. 2's. Pickled skins remain fairly well sold up and market quoted around  $\$6.75$ @ $7.00$  per doz., straight run of lambs, at Chicago. Packer wool lambs selling at  $\$3.30$  per cwt. live weight Chicago; some sales at New York by butchers on confidential basis, but reported to have been no higher than previous trading, which was at  $\$3.30$  per cwt., salted basis.

**PIGSKINS**—No. 1 pigskin strips quiet; bidding  $7\frac{1}{2}$ c and asking  $7\frac{3}{4}$ @ $7\frac{7}{8}$ c. Considerable activity on gelatine stocks, carload lots and on contracts, at  $4\frac{1}{2}$ c; asking 5c in other directions.

## New York.

**PACKER HIDES**—City packer hide market weak, due to further decline in the western market, and buyers trying for another half-cent reduction in all descriptions. Last trading included around 2,800 January native steers at  $14\frac{1}{2}$ c for kosher, 2,000 butt brands at 14c for kosher, and 3,000 Colorados at  $13\frac{1}{2}$ c for kosher, January take-off. Some slackening of inquiries and February hides not yet offered.

**COUNTRY HIDES**—Market on country hides rather slow, with demand and prices somewhat easier. One car of 25-50 lb. extremes, running five per cent grubby, sold at 13c, selected, a new low figure 25-45 lb. weights quoted around 14c. All-weights offered at  $10\frac{1}{2}$ c; little interest at this figure, apparently.

**CALFSKINS**—Calfskin market quiet and about steady. The 5-7's are quoted nominally at  $\$1.90$ ; 7-9's at  $\$1.95$ @ $2.00$ ; and 9-12's at  $\$2.65$ . Demand reported somewhat better, but stocks are light, market being pretty well cleaned up at the moment. Veal kips 12-17 lb. quoted at  $\$3.15$ ; 17 lb. and up,  $\$4.00$ , nominally.

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for week ending Feb. 5, 1927, 5,323,000 lbs.; previous week, 5,621,000 lbs.; same week, 1926, 4,000,000 lbs.; from Jan. 1 to Feb. 5, 26,352,000 lbs.; same period, 1926, 18,686,000 lbs.

Shipments of hides from Chicago for week ending Feb. 5, 1927, 6,005,000 lbs.; previous week, 5,091,000 lbs.; same week, 1926, 5,623,000 lbs.; from Jan. 1 to Feb. 5, 27,985,000 lbs.; same period, 1926, 31,132,000 lbs.

## BONUS FOR ARMOUR EMPLOYEES.

Nearly 10,000 bonus checks of \$1 per share were mailed out recently to all Armour and Company employees who had bought preferred stock in the company prior to July 1, 1925, and who still hold their stock. This is a larger number of checks than ever before distributed for this purpose.

This bonus is paid to employee stockholders in addition to the regular dividend.

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Feb. 5, 1927.

	CATTLE.		
	Week ending Feb. 5.	Prev. week.	Cor. week.
Chicago	25,919	27,710	29,857
Kansas City	22,647	25,551	24,879
Omaha	20,803	19,249	20,195
St. Louis	12,405	13,543	12,631
St. Joseph	9,677	10,016	9,911
Sioux City	10,800	11,150	9,824
Cudahy	940	883	887
Fort Worth	5,606	6,546	6,947
Philadelphia	2,285	1,853	1,712
Indianapolis	4,134	5,061	3,990
Boston	1,377	1,531	1,809
New York and Jersey City	9,549	9,690	9,742
Oklahoma City	4,740	4,461	5,743
Total	181,011	187,248	186,927

	HOGS.		
	Week ending Feb. 5.	Prev. week.	Cor. week.
Chicago	117,200	133,400	131,300
Kansas City	35,264	34,085	33,980
Omaha	44,047	40,147	43,129
East St. Louis	28,437	24,349	31,158
St. Joseph	23,692	10,016	23,410
Sioux City	46,659	64,280	45,880
Cudahy	12,607	18,078	5,247
Fort Worth	8,075	3,875	4,681
Philadelphia	15,431	18,862	21,042
Indianapolis	30,362	35,236	34,005
Boston	20,161	18,967	18,786
New York and Jersey City	53,732	53,011	50,770
Oklahoma City	6,887	3,779	5,252
Total	442,484	467,923	464,947

	SHEEP.		
	Week ending Feb. 5.	Prev. week.	Cor. week.
Chicago	64,727	58,464	51,021
Kansas City	16,739	22,487	19,310
Omaha	27,059	18,935	33,907
East St. Louis	7,147	10,776	8,306
St. Joseph	22,886	20,113	25,062
Sioux City	12,650	10,990	8,391
Cudahy	435	485	181
Fort Worth	1,744	1,576	1,838
Philadelphia	4,768	4,930	3,037
Indianapolis	1,101	1,622	831
Boston	4,338	5,668	5,416
New York and Jersey City	55,349	55,533	48,289
Oklahoma City	111	8	23
Total	219,045	217,430	201,522

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending Feb. 12, 1927, with comparisons, are reported as follows:

	PACKER HIDES*		
	Week ending Feb. 12, '27.	Week ending Feb. 5, '27.	Cor. week 1926.
Spread native steers	$15\frac{1}{2}$ @ $15\frac{1}{2}$ n	$10$ n	$15$
Heavy native steers	$14$	$14\frac{1}{2}$	$12\frac{1}{2}$ @ $13$
Heavy Texas steers	$13\frac{1}{2}$	$14$	$12$ @ $12\frac{1}{2}$
Heavy butt branded steers	$13\frac{1}{2}$	$14$	$12$ @ $12\frac{1}{2}$
Heavy Colorado steers	$13$	$13\frac{1}{2}$	$12$
Ex-light Texas steers	$12\frac{1}{2}$ n	$12\frac{1}{2}$	$11$
Branded cows	$12$	$12\frac{1}{2}$ @ $13$	$10\frac{1}{2}$ @ $11$
Heavy native cows	$12\frac{1}{2}$	$13$	$10\frac{1}{2}$ @ $11$
Light native cows	$13$	$13\frac{1}{2}$	$11\frac{1}{2}$
Native bulls	$9\frac{1}{2}$ @ $10$ n	$10$ n	$10\frac{1}{2}$ @ $11$ n
Branded bulls	$8$ @ $9$ n	$8\frac{1}{2}$ @ $9\frac{1}{2}$ s	$8\frac{1}{2}$ @ $9$
Calfskins	$18\frac{1}{2}$ @ $19$ n	$18$ @ $19$ n	$18\frac{1}{2}$ @ $19$
Klips	$17\frac{1}{2}$ @ $18$ n	$17\frac{1}{2}$ @ $18$ n	$18\frac{1}{2}$ @ $19$
Klips, overwt.	$17\frac{1}{2}$ @ $18$ n	$17\frac{1}{2}$ @ $18$ n	$18\frac{1}{2}$ @ $19$
Klips, branded	$14$ @ $14$ n	$14$ n	$14$ @ $14\frac{1}{2}$
Slunks, regular	$1.25$ n	$1.25$	$1.00$
Slunks, hairless	$73$	$70$	$60$

\*Light, Native, Butts, Colorado and Texas steers 10 per lb. less than heavies.

	CITY AND SMALL PACKERS.		
	Week ending Feb. 12, '27.	Week ending Feb. 5, '27.	Cor. week 1926.
Natives, all weights	$12\frac{1}{2}$ n	$12\frac{1}{2}$ @ $13$ n	$11$
Branded hds.	$12$ n	$12$ @ $12\frac{1}{2}$ n	$10\frac{1}{2}$
Bulls, native	$9$ @ $9\frac{1}{2}$ n	$9\frac{1}{2}$ n	$9\frac{1}{2}$
Branded bulls	$7\frac{1}{2}$ n	$7\frac{1}{2}$ n	$7\frac{1}{2}$
Calfskins	$18\frac{1}{2}$ @ $19$ n	$17$ @ $17\frac{1}{2}$ n	$18\frac{1}{2}$ @ $19$
Klips	$15\frac{1}{2}$ @ $16$ n	$16$ @ $16\frac{1}{2}$ n	$15\frac{1}{2}$ @ $16$
Slunks, regular	$1.00$ @ $1.00$	$1.00$ @ $1.00$ n	$1.00$
Slunks, hairless	$50$ @ $55$ n	$50$ @ $55$ n	$40$

	COUNTRY HIDES		
	Week ending Feb. 12, '27.	Week ending Feb. 5, '27.	Cor. week 1926.
Heavy steers	$11$	$11$ @ $11\frac{1}{2}$ n	$11$ @ $11\frac{1}{2}$
Heavy cows	$10$ @ $10\frac{1}{2}$ n	$10\frac{1}{2}$ @ $11$ n	$9\frac{1}{2}$ @ $10$
Butts	$11\frac{1}{2}$	$11\frac{1}{2}$ @ $11\frac{1}{2}$ n	$9\frac{1}{2}$ @ $10$
Extremes	$13$ @ $14$ n	$13$ @ $14$ n	$11$ @ $12$
Bulls	$7\frac{1}{2}$ @ $8$ n	$7\frac{1}{2}$ @ $8$ n	$7\frac{1}{2}$ @ $8$
Calfskins	$13\frac{1}{2}$ @ $14$ n	$13\frac{1}{2}$ @ $14$ n	$14$ @ $15$
Klips	$13\frac{1}{2}$ @ $14$ n	$13\frac{1}{2}$ @ $14$ n	$13$ @ $14$
Light calf	$1.00$ @ $1.10$	$1.00$ @ $1.10$	$1.00$ @ $1.10$
Slunks, regular	$1.00$ @ $1.10$	$1.00$ @ $1.10$	$80$ @ $90$
Slunks, hairless	$60$ @ $70$	$60$ @ $70$	$80$ @ $90$
Horsehides	$4.00$ @ $5.00$	$4.00$ @ $5.25$	$4.00$ @ $4.25$
Hogskins	$35$ @ $40$	$35$ @ $40$	$25$ @ $30$

	SHEEPSKINS.		
	Week ending Feb. 12, '27.	Week ending Feb. 5, '27.	Cor. week 1926.
Packer lambs	$1.75$ @ $2.25$	$1.80$ @ $2.20$	$2.25$ @ $2.50$
Prs. shearings	$1.02\frac{1}{2}$ @ $1.15$ n	$1.02\frac{1}{2}$ @ $1.15$	$1.20$ @ $1.30$
Dry pelts	$20$ @ $23$	$20$ @ $23$	$27$ @ $28$

\*N, northern; S, southern; n, nominal.



# ICE AND REFRIGERATION

## ICE NOTES.

A refrigerating plant has been installed in the warehouse of P. N. Wood, Inc., San Francisco, Calif.

The San Luis Ice & Cold Storage Co. plan to erect a cold storage plant at San Luis Obispo, Calif., estimated cost of which is \$55,000.

W. Pushendorf of Foster, Neb., will open a modern cold storage plant at Elgin, Neb.

The Purity Ice & Cold Storage Co., Hollywood, Fla., plan to rebuild the part of their cold storage plant which was damaged in the recent hurricane.

A \$2,000,000 ice and cold storage plant is to be built in Miami, Fla., by the Florida East Coast Utilities Co.

A building recently bought in Pensacola, Fla., by the Florida Power & Light Co., Miami, Fla., will be remodeled and converted into a cold storage plant.

The Falk Mercantile Co., Boise, Ida., plan to enlarge their cold storage plant.

An ice and cold storage plant will be erected in Hammond, La., by C. Weinberg and associates.

A \$20,000 cold storage plant will be added to the present ice plant of Gus Heiler and R. L. Hains, Slater, Mo.

Port improvements, including the erection of a cold storage warehouse will be made in Olympia, Wash. The Thurston County electors have voted bonds amounting to \$250,000 for these improvements.

A cold storage building will be added to the Toler ice plant recently bought by Major Robert Mullins, West Plains, Mo.

An ice and cold storage plant will be erected in Syracuse, Nebr., by F. Antweiler and associates.

A new warehouse containing 2,000,000 cubic feet of storage space will be built in Newark, N. J., by the Merchants Refrigerating Co. of New York City.

A cold storage warehouse to cost \$100,000 will be built in Asheville, N. C., by Pearce-Young-Angel Co.

The Frazier Ice & Fuel Co. have established a cold storage plant in McCamey, Tex.

Martin Weber is erecting a packing house in Columbus, Ohio.

The Federal Cold Storage Co., Los Angeles, Calif., will double its capacity by adding another unit to its present plant.

The Hynes Ice & Cold Storage Co., Canon City, Colo., has been organized with a capital stock of \$50,000. Incorporators are Donald F. Brown, Lewis A. Dick and Norman A. Hutchinson.

The General Engineering and Management Corp., Gainesville, Fla., plan to construct an ice and cold storage plant in Ocala, Fla.

## JAPANESE REFRIGERATION.

Refrigeration and ice manufacturing is growing rapidly in Japan where anhydrous ammonia is used in this industry, according to reports to the U. S. Department of Commerce.

Although until recently very little domestic synthetic ammonia was produced, reports say that there are now two large plants in the country, producing approximately 400,000 pounds per year. These plants are being enlarged so that a future capacity of 1,000,000 pounds will be realized.

Imports of anhydrous ammonia into Japan amounted to 86,000 pounds during 1926. However, it is expected that Japan will soon be able to furnish all her own ammonia from domestic factories.

## COLD STORAGE RESEARCH.

Cold storage problems, as they affect the export of food stuffs in Australia, will be studied by Dr. Kidd, a senior officer of the British Food Investigation Board.

Dr. Kidd left England recently to carry on systematic research in Australia, stopping first in South Africa to learn about the organization of cold storage there. Dr. Young, associate professor of biochemistry, Melbourne University, is working with Dr. Kidd in Africa and will carry on the work after he leaves.

Dr. Kidd expects to reach Australia in March when he will begin at once his work in cold storage research.

## PORK IN THE WORLD WAR.

(Continued from page 36.)

of international action excusing itself as lacking cooperation from the American Treasury.

"The suggestion of the Treasury that direct compensation should be given by Congress is one we sympathize with, but Mr. Hoover feels that even assuming Congress favorable to such a suggestion, the Treasury should consider that if such compensation were attempted, it would have to be delivered into the hands of some 15 million producers and in uncertain quantities. The detail of the financial cycle thus established would be almost unimaginable.

"On the other hand, advances for February and March from the United States Treasury to Allied governments, probably not exceeding, in the final balance, more than 40 to 50 million dollars, would save the American swine producer this amount in February alone, if lack of such support results in a broken market. This would save the situation. In this period free trade could be created. For the government to invite direct claim of compensation would involve expenditure of several times this sum and without Allied obligation therefor."

[Treasury memorandum in reply to this letter, indicating its willingness to support the British in their purchase of pork in this country, and the enforcement of the agreement relative to resales by the Allies, will be covered in the next installment of this story.]

## Cold Storage Insulation

All Kinds of Refrigerator Construction

Glenwood Avenue  
West 22nd St.

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## STEVENSON'S 1922

### "Man Size" Door Closer

stops the loss—the outflow of dry cold air, the ruinous inflow of warm moist air—at unclosed doorways.

Size No. 1 (29 1/2 in.) \$9.50 No. 2 (23 1/2 in.) \$8.50  
Prices F. O. B. Chester

State size of doors. Whether right or left hand. Whether door and frame are flush.

There's only one way to greater economy—shall we tell you about it?

Stevenson Cold Storage Door Co.

1511 West Fourth St.

Chester, Penna.

Out shows right hand door closer, No. 1 size, 29 1/2 in. long. Its spring—No. 1 gauge wire 9/32 galv.—would very open so ice and rust cannot clog it. Made in two sizes, and for both right and left hand doors.



## Refrigerating Machines

All sizes, all types, for Packers, Meat Markets, dairies, cold storage plants, ice cream plants, hotels, office buildings, etc.

Bulletins on request

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ICE MACHINES, REFRIGERATORS SINCE 1897

Typical installation of Frick  
Enclosed Belt Driven  
Refrigerating Machine.



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The largest and the finest Cold Storage Warehouses in the country are insulated with

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Won't it be worth your while to consult with us before placing your insulation contract?

We shall deem it a privilege to submit our proposal to you on any kind of insulation work which you are contemplating; or the experience of our entire organization is at your disposal—without obligation, of course—to aid you in the proper solution of any insulation problem that you have.

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Philadelphia—1042 Ridge Ave.  
Baltimore—801 Whitaker Bldg.  
Boston—45 Commercial Wharf  
Hartford, Conn.—143 S. Highland St.

Main Office and Factories  
Lyndhurst, N. J.

Chicago—1151 Eddy St.  
Cleveland—1200 W. 9th St.  
Cincinnati—Cin. Term. W. H. Bldg.  
Pittsburgh—1331 Penn Ave.  
Milwaukee, Wis.—Federal Asbestos & Cork Insulation Co.

# Chicago Section

James G. Cownie, of the Jacob Dold Packing Co., Buffalo, N. Y., was in Chicago during the week.

J. C. Hormel, vice-president of Geo. A. Hormel & Co., Austin, Minn., was in Chicago last week on business.

P. A. Jacobson, president of the Interstate Packing Company, Winona, Minn., was a Chicago visitor this week.

A. C. Sinclair, vice-president of T. M. Sinclair & Co., Ltd., Cedar Rapids, Ia., transacted business in Chicago last week.

M. Z. Irish, head of the beef department of Swift & Co., Toronto, Canada, was in Chicago this week end.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 33,155 cattle, 10,953 calves, 62,970 hogs, and 46,427 sheep.

W. B. Allbright, head of the Allbright-Nell Co., Chicago, and one of the best known lard rendering experts in the country, is making a trip to the Pacific coast.

J. S. Hoffman, president of the J. S. Hoffman Co., Inc., exporters and importers of canned sausage, meats and cheese, Chicago, has left for a much needed two weeks' vacation at Hot Springs.

Provision shipments from Chicago for the week ending Feb. 5, 1927, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	1926.
Cured meats, lbs. ....	14,153,000	15,344,000	18,321,000
Fresh meats, lbs. ....	43,925,000	43,886,000	44,112,000
Lard, lbs. ....	4,713,000	8,509,000	8,090,000

George N. Meyer, of Fried & Reineman Packing Co., Pittsburgh, Pa., passed through Chicago early this week on his

way to address the Institute meeting in Des Moines, Ia.

M. C. Crum, secretary of the Nuckolls Packing Co., Pueblo, Colo., is enjoying a vacation trip to the Pacific coast. His associates in the organization gave him a send-off dinner at the plant before he started.

when he fell, causing him to be confined to his home temporarily for treatment.

The Republic Food Products Co. of Chicago, manufacturers of high grade canned meats, recently established a connection with the International Products Corporation of South America, and will act as their representative in the United States in the sales of corned beef, it was announced this week.

F. W. Waddell, vice-president of Armour and Company, left the city last Saturday for California, where he plans to spend some time. Mr. Waddell has been granted a leave of absence that he may visit some of the interesting spots he has never found time to see before.

## SIMPLIFIED LARD PRACTICE.

The possibility of applying simplification and standardization to the packing of lard and vegetable shortening was discussed at a recent meeting held in the U. S. Department of Commerce. The meeting was attended by representatives of the Institute of American Meat Packers, the Refiners' Division of the Interstate Cotton Seed Crushers' Association, and the Division of Simplified Practice.

Among those present at the meeting were:

H. D. Tefft, director, Department of Packinghouse Practice and Research; Norman Draper, Washington representative, and W. H. Kammer, Swift & Company; all representing the Institute of American Meat Packers; F. W. McKee, Van Camp Packing Company, Inc., New York City; J. F. Rogers, the Procter and Gamble Company, Cincinnati, Ohio; Louis Rosenstein, Aspegren and Co., Inc., New York City, N. Y., and Portsmouth Cotton Oil Refining Corporation, New York City, N. Y.; Christie Benet, general counsel, Interstate Cotton Seed Crushers' Association, Columbus, S. C.; and A. E. Foote, Division of Simplified Practice, Department of Commerce, Washington, D. C.

## Sentence Sermons

Written for THE NATIONAL PROVISIONER by Roy L. Smith.

### THE BEST WAY—

- To keep profits going up is to keep your business on the square.
- To keep the help loyal is to keep acquainted with them.
- To hold old customers is to treat them as you would new customers.
- To win promotions is to become a little more useful.
- To do business is to "do" no one.
- To beat your competitor is to beat him at serving.
- To prove a proposition is to give it time.

Prices realized on Swift & Company's sales of carcass beef in Chicago for week ending February 5, 1927, on shipments sold out were as follows: Cows, common to good, 9.00@13.00c; steers, common to medium, 12.00@16.00c; steers, good to choice, 15.50@20.00c; and averaged 14.06c a pound.

A. E. Mills, superintendent of The Cudahy Packing Company's plant at Sioux City, Ia., suffered a double fracture to his right arm recently when he fell on the icy pavement near his home. Several small ligaments in his arm were pulled

### H. P. Henschlen R. J. McLaren

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Curing, etc. You profit by our 26 years' ex-  
perience. Lower construction cost. Higher  
efficiency.

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### Packing House Products

Oldest Brokers in Our Line

Tallow Grease Provisions Oils  
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Tankage Bones Cracklings Hog Hair

Carcass Beef—F. S. Lard—Green Pork  
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Quick Reliable Service Guaranteed  
Night Phones Postal Telegraph Building  
All Working CHICAGO, ILL.

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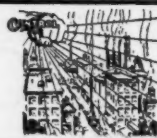
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## ALLIED PACKERS' REPORT.

A generally improved condition in the active operating units in the United States of Allied Packers, Inc., is shown in the annual report of the company and its subsidiaries for the year ended October 31, 1926.

A consolidated net loss of \$164,627 is shown for the year on a turnover of \$90,000,000 compared with \$290,000 last year.

In his statement to the stockholders, President J. A. Hawkinson discussed the obstacles encountered during the year and the handicap of certain real estate holdings and inactive plants. This burden is expected to be lifted by the liquidation of these properties which has now been authorized and is being handled by a committee of directors.

Mr. Hawkinson called attention to the increased reputation of the company's products during the year, to the further strengthening of the organization, and to the economical operation of the plants.

The turnover of the company, amounting to \$90,000,000 was regarded as satisfactory, and with the disposal of the unproductive properties it is believed that such a turnover should assure a fair return upon capital.

The consolidated balance sheet of the company and its subsidiaries as of October 31 compares as follows:

Assets.		
	1926.	1925.
Cash .....	\$ 1,249,870	\$ 1,282,362
Receiv., less res.	3,962,916	4,559,354
Inventories .....	5,304,865	5,421,462
Other cur. assets .....	106,373	111,015
Total current .....	\$10,623,823	\$11,374,193
Property & plant .....	14,117,838	14,235,250
Deferred charges .....	1,832,804	1,922,858
Good will, etc.	3,467,624	3,467,624
Sinking fund .....	29,990	40,000
Other assets .....	187,285	107,576
Total assets .....	\$30,206,295	\$31,147,810

Liabilities.		
Notes payable Canada .....	\$ 1,270,000	\$ 1,122,130
Notes payable U. S. ....	3,080,000	3,405,000
Other notes payable .....	—	82,190
Accounts payable & ac. act.	707,810	874,062
Total current .....	\$ 5,057,810	\$ 5,483,991
Bonded debt .....	9,285,500	9,500,500
Reserves .....	59,305	111,102
Preferred stocks .....	12,006,000	12,006,000
Common stock .....	3,821,501	3,986,217
Total liabilities .....	\$30,206,295	\$31,147,810

## CLEVELAND MEAT MEN MEET.

Members of Cleveland's livestock and meat industry who attended the second annual dinner at the Winton Hotel recently were served with a roast of beef from the champion steer of the 1926 Junior Livestock Show at that city. The steer brought the record price of \$3.75 a pound, and was bought by James B. McCrea, president of the Ohio Provision Co. of Cleveland.

The dinner was a sort of "wind-up" of the 1926 show, said A. Z. Baker, president of the Cleveland Union Stockyards Co., who was toastmaster. About 450 packers, retailers, commission men, producers and other friends of the industry were present.

The livestock and meat packing industry is already the third largest in Cleveland, according to William B. Stewart, president of the Cleveland Chamber of Commerce, who was one of the speakers of the evening.

The committee on arrangements consisted of A. Z. Baker; William Fletcher, of the Federal Packing Co., representing the packers; William Bryans, representing the shippers; and the following representatives of the retailers: William McGonigle, president of the National Association of Retail Meat Dealers; Arthur Wells, live-wire secretary of the Cleveland Retail Meat Dealers Association; and H. R. Wagner, local retailer.

## CHICAGO LIVESTOCK.

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 31 .....	23,064	4,543	58,661	23,201
Tues., Feb. 1 .....	9,807	2,952	37,503	24,625
Wed., Feb. 2 .....	8,002	1,790	14,502	12,548
Thurs., Feb. 3 .....	8,832	3,238	20,328	15,185
Fri., Feb. 4 .....	2,505	637	10,198	12,815
Sat., Feb. 5 .....	125	37	1,272	2,840
Total last week .....	52,425	13,207	154,363	91,014
Previous week .....	58,890	13,025	173,030	89,830
Year ago .....	59,910	14,053	176,150	78,940
Two years ago .....	52,625	10,909	206,710	85,306

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 31 .....	5,527	433	10,907	5,070
Tues., Feb. 1 .....	3,107	90	8,891	5,578
Wed., Feb. 2 .....	4,105	228	8,541	3,216
Thurs., Feb. 3 .....	2,741	128	12,361	4,150
Fri., Feb. 4 .....	1,655	10	10,036	4,197
Sat., Feb. 5 .....	125	35	1,925	537
Total last week .....	17,200	944	48,004	22,795
Previous week .....	19,244	1,800	54,769	28,824
Year ago .....	18,544	1,091	55,123	22,731
Two years ago .....	21,186	2,358	80,545	24,415

Receipts at Chicago Stock Yards thus far this year to Feb. 5, with comparative totals:

	1927.	1926.
*Cattle .....	209,284	314,116
Calves .....	67,828	79,682
Hogs .....	902,049	978,324
Sheep .....	455,268	427,041

Combined weekly hog receipts at eleven markets for week ending Feb. 5, with comparisons:

	1927.	1926.
Week ending Feb. 5 .....	509,000	544,000
Previous week .....	527,000	525,000
1926 .....	525,000	525,000
1925 .....	545,000	545,000
1924 .....	567,000	567,000
1923 .....	613,000	613,000

Combined receipts at seven markets for the week ending Feb. 5, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending Feb. 5 .....	172,000	400,000	208,000
Previous week .....	188,000	501,000	212,000
1926 .....	188,000	527,000	200,000
1925 .....	177,000	795,000	208,000
1924 .....	171,000	692,000	178,000
1923 .....	165,000	643,000	185,000

Combined receipts at seven points for the year to Feb. 5, with comparisons:

	*Cattle.	Hogs.	Sheep.
1927 .....	525,000	2,830,000	1,068,000
1926 .....	1,024,000	3,025,000	1,071,000
1925 .....	1,025,000	4,476,000	992,000
1924 .....	1,004,000	4,446,000	1,188,000
1923 .....	1,123,000	3,999,000	1,190,000
1922 .....	1,012,000	3,184,000	1,178,000

\*Previous to 1927 calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

	Average Number weight—	Prices—
	received lbs.	Top. Average.
*This week .....	155,890 232	\$12.75 \$12.05
Previous week .....	178,086 236	\$12.00 \$12.20
1926 .....	176,159 239	14.00 12.80
1925 .....	208,710 222	11.20 10.60
1924 .....	228,075 230	7.50 7.15
1923 .....	208,018 236	8.55 8.10
1922 .....	177,985 231	10.25 9.50
Av. 1922-1926 .....	211,400 231	\$10.35 \$ 9.05

\*Receipts and average weight for week ending Feb. 5, 1927, unofficial.

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
*Week ending Feb. 5 .....	\$10.50	\$12.05	\$ 7.50	\$12.80
Previous week .....	10.40	12.20	6.80	12.75
1926 .....	9.85	12.80	9.00	14.50
1925 .....	9.25	10.80	8.75	18.20
1924 .....	9.25	7.15	7.95	14.15
1923 .....	9.00	8.10	7.75	14.00
1922 .....	7.15	9.50	7.40	13.85
Av. 1922-1926 .....	\$ 8.85	\$ 9.70	\$ 8.15	\$14.05

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending Feb. 5 .....	35,400	106,400	67,700
Previous week .....	30,646	123,274	61,005
1926 .....	41,366	121,097	55,909
1925 .....	31,439	183,165	60,801
1924 .....	37,573	146,217	45,200

\*Saturday, Feb. 5, 1927, estimated.

Chicago packers hog slaughters for the week ending Feb. 5, 1927.

Armour & Co. ....	15,100
Anglo-American .....	2,400
Swift & Co. ....	11,900
Hammond Co. ....	5,500
Morris & Co. ....	6,900
Wilson & Co. ....	12,200
Boyd-Lunham .....	5,100
Western Packing Co. ....	7,000
B. Berts & Oake .....	6,700
Miller & Hart .....	5,800
Independent Packing Co. ....	3,800
Brennan Packing Co. ....	6,300
Azar Packing Co. ....	5,500
Others .....	25,400
Total .....	117,200
Previous week .....	133,400
1926 .....	121,500
1925 .....	101,600
1924 .....	165,900

(For Chicago livestock prices see page 44.)



THE OLD WAY OF DOING IT.

Butchering hogs on a Wyoming ranch, where many hogs are needed to furnish the winter supply of pork for this busy place. Ten carcasses can be counted on the rail, with one in the scalding tank and one on the scraping bench.

This scene is quite a contrast to the efficient and sanitary methods of modern packing plants. Notice the offal on the ground, and the blood on the platform. Hung on the rails are five heads, probably the foundation of sausage material. Barrels, tubs and buckets are seen ready to receive edible offal, while the hair is thrown on the ground. Had these hogs been slaughtered in a packing plant, much of this waste would have been prevented, and the carcasses would have been handled in a much more sanitary and skillful manner.



# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## CASH PRICES.

Based on Actual Carlot Trading, Thursday, February 10, 1927.

### Green Meats.

Regular Hams—	
8-10 lbs. avg.	@23½
10-12 lbs. avg.	@21½
12-14 lbs. avg.	@20½
14-16 lbs. avg.	@21½
16-18 lbs. avg.	@22
18-20 lbs. avg.	@22
Skinned Hams—	
14-16 lbs. avg.	@24½
16-18 lbs. avg.	@24½
18-20 lbs. avg.	@24
20-22 lbs. avg.	@22½
22-24 lbs. avg.	@21½
24-26 lbs. avg.	@20½
26-30 lbs. avg.	@19½
Picones—	
4-6 lbs. avg.	@14½
6-8 lbs. avg.	@13½
8-10 lbs. avg.	@13½
10-12 lbs. avg.	@13½
12-14 lbs. avg.	@13
Bellies—(Square cut and seedless)	
6-8 lbs. avg.	@24½
8-10 lbs. avg.	@23½
10-12 lbs. avg.	@22½
12-14 lbs. avg.	@21½
14-16 lbs. avg.	@19
16-20 lbs. avg.	@18½

### Pickled Meats.

Regular Hams—	
8-10 lbs. avg.	@22
10-12 lbs. avg.	@21
12-14 lbs. avg.	@21
14-16 lbs. avg.	@22
16-18 lbs. avg.	@23½
18-20 lbs. avg.	@24
Boiling Hams—(house run)	
16-18 lbs. avg.	@23½
18-20 lbs. avg.	@24
20-22 lbs. avg.	@23½
Skinned Hams—	
14-16 lbs. avg.	@23½
16-18 lbs. avg.	@23½
18-20 lbs. avg.	@22½
20-22 lbs. avg.	@22½
22-24 lbs. avg.	@21½
24-26 lbs. avg.	@20½
26-30 lbs. avg.	@19½
Picones—	
4-6 lbs. avg.	@14
6-8 lbs. avg.	@13½
8-10 lbs. avg.	@13½
10-12 lbs. avg.	@13½
12-14 lbs. avg.	@12½
Bellies—(square cut and seedless)	
6-8 lbs. avg.	@23
8-10 lbs. avg.	@22
10-12 lbs. avg.	@21
12-14 lbs. avg.	@20½
14-16 lbs. avg.	@20
16-20 lbs. avg.	@19½

### Dry Salt Meats.

Extra short clears, 35/45	@15½
Extra short ribs, 35/45	@15½
Regular plates, 6-8	@12½
Clear plates, 4-6	@10½
Jowl butts	@9½
Fat Backs—	
8-10 lbs. avg.	@9½
10-12 lbs. avg.	@10½
12-14 lbs. avg.	@12
14-16 lbs. avg.	@12½
16-18 lbs. avg.	@13½
18-20 lbs. avg.	@13½
20-25 lbs. avg.	@14
Clear Bellies—	
16-18 lbs. avg.	@17½
18-20 lbs. avg.	@17½
20-25 lbs. avg.	@17½
25-30 lbs. avg.	@17½
30-35 lbs. avg.	@17½
35-40 lbs. avg.	@17½
40-50 lbs. avg.	@10

## FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, FEBRUARY 5, 1927.

	Open.	High.	Low.	Close.
LARD—				
Mar. ....	12.45	12.45	12.45	12.45
May ....	12.62½	12.70	12.62½	12.62½
July ....	12.82½	12.85	12.77½	12.82½
CLEAR BELLIES—				
May ....	16.30	16.30	16.25	16.25
SHORT RIBS—				
May ....	14.65	14.67½	14.60	14.67½
July ....				14.40

MONDAY, FEBRUARY 7, 1927.

	Open.	High.	Low.	Close.
LARD—				
Feb. ....				12.35n
Mar. ....	12.72½	12.72½	12.67½	12.67½ax
May ....	12.87½	12.87½	12.82½	12.82½ax
July ....				
CLEAR BELLIES—				
May ....				16.27½b
SHORT RIBS—				
May ....				14.70n
July ....				14.30nax

TUESDAY, FEBRUARY 8, 1927.

	Open.	High.	Low.	Close.
LARD—				
Feb. ....				12.30n
Mar. ....	12.45	12.45	12.42½	12.42½ax
May ....	12.65	12.67½	12.62½	12.65ax
July ....	12.82½	12.85	12.82½	12.82½ax
CLEAR BELLIES—				
May ....				16.30b
SHORT RIBS—				
May ....				14.70nax
July ....				14.27½ax

WEDNESDAY, FEBRUARY 9, 1927.

	Open.	High.	Low.	Close.
LARD—				
Feb. ....				12.20n
Mar. ....	12.32½	12.32½	12.30	12.30nax
May ....	12.62½	12.65	12.50	12.50n
July ....	12.80-77½	12.82½	12.67½	12.67½
CLEAR BELLIES—				
May ....	16.30	16.30	16.30	16.30
SHORT RIBS—				
May ....	14.87½	14.87½	14.85	14.85nax
July ....	14.27½	14.47½	14.27½	14.47½nax

THURSDAY, FEBRUARY 10, 1927.

	Open.	High.	Low.	Close.
LARD—				
Feb. ....				12.22½n
Mar. ....	12.27½	12.32½	12.27½	12.32½b
May ....	12.50-52½	12.55	12.50	12.55b
July ....	12.70	12.72½	12.70	12.72½b
CLEAR BELLIES—				
May ....				16.30b
SHORT RIBS—				
May ....	14.85			14.85nax
July ....				14.47½n

FRIDAY, FEBRUARY 11, 1927.

	Open.	High.	Low.	Close.
LARD—				
Feb. ....				12½n
Mar. ....	12.27½	12.27½	12.22½	12.22½ax
May ....	12.55	12.55	12.42½	12.42½b
July ....	12.75	12.75	12.62½	12.62½
CLEAR BELLIES—				
May ....	16.27½	16.27½	16.25	16.25
SHORT RIBS—				
May ....	14.70	14.70	14.70	14.70
July ....	14.55	14.55	14.50	14.50nax

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, Feb. 10, 1927, with comparisons, were as follows:

	Week ending Feb. 10.	Prev. week.	Cor. week. 1926.
Armour & Co.	4,654	4,628	10,101
Anglo-Amer. Prov. Co.	3,281	1,146	6,769
Swift & Co.	6,678	11,486	10,702
G. H. Hammond Co.	2,521	5,273	4,661
Morris & Co.	5,596	6,704	10,859
Wilson & Co.	7,517	10,516	11,809
Boyd-Lunham Co.	2,868	5,287	8,124
Western Pkg. & Prov. Co.	7,591	7,518	6,735
Roberts & Oake	4,784	5,894	4,540
Miller & Hart	6,987	5,705	5,498
Independent Packing Co.	2,771	4,104	2,112
Brennan Packing Co.	5,995	6,250	7,006
Agar Packing Co.	2,742	2,800	2,124
Total	63,565	77,281	91,943

## CHICAGO RETAIL FRESH MEATS.

### Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	25	22	12
Rib roast, light end	36	28	20
Chuck roast	22	18	14
Steaks, round	40	30	20
Steaks, sirloin, first cut	40	32	22
Steaks, porterhouse	50	37	25
Steaks, flank	28	25	18
Beef stew, chuck	20	18	12½
Corned briskets, boneless	24	22	18
Corned plates	16	12	10
Corned rumps, boneless	25	22	18

### Lamb.

	Good.	Com.
Hindquarters	35	25
Legs	38	30
Stews	20	15
Chops, shoulder	25	20
Chops, ribs and loin	45	25

### Mutton.

Legs	26	..
Stew	10	..
Shoulders	16	..
Chops, rib and loin	35	..

### Pork.

Loin, whole, 8@10 avg.	26	@28
Loin, whole, 10@12 avg.	25	@27
Loin, whole, 12@14 avg.	24	@26
Loin, whole, 14 and over	24	@25
Chops	28	@32
Shoulders	28	@30
Butts	24	@26
Spareribs	21	@21
Hocks	14	@14
Leaf lard, unrendered	15	@15

### Veal.

Hindquarters	28	@30
Forequarters	16	@22
Legs	28	@30
Breasts	14	@18
Shoulders	12	@24
Cutlets	12	@12
Rib and loin chops	35	@35

### Butchers' Offal.

Suet	@6
Shop fat	@8
Bones, per 100 lbs.	@50
Calf skins	@15
Kips	@13
Deacons	@12

## CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, 1 c. l. Chicago	9%	
Double refined saltpetre, gran., 1 c. l.	6%	6%
Crystals	8	7%
Double refined nitrate of soda, f. o. b.		
N. Y. S. S., carloads	3%	3%
Less than carloads, granulated	4%	4
Crystals	5%	5
Kegs, 100@200 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.	9	8½
Crystal to powdered, in bbls., in 5-ton lots or more	9½	9%
In bbls. in less than 5-ton lots	9½	10
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5½	5
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago		\$7.60
bulk		
Medium, car lots, per ton, f.o.b. Chicago		9.10
bulk		
Rock, car lots, per ton, f.o.b. Chicago		7.00
Sugar—		
Raw sugar, 96 basis	@5.14	
Second sugar, 90 basis	None	
Syrup, testing 63 and 65 combine sucrose and invert	@.41	
Standard granulated f.o.b. refiners (2%)	@6.15	
Packers' curing sugar, 100 lb. bags, f.o.b.		
Reserve, La., less 2%	@5.70	
Packers' curing sugar, 250 lbs. bags, f.o.b.		
Reserve, La., less 2%	@5.60	

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

Carcass beef sells chiefly on its good looks. What ruins the looks of a carcass? How should the carcass "splitter" work to prevent this? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

H. G. S.  
Packing House White Paint  
Harry G. Sargent Paint Co.  
502 Mass. Ave., INDIANAPOLIS, IND.

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending, Feb. 12.	Cor. week, 1926.
Prime native steers.....	19 @20	17 @19
Good native steers.....	16 @18	15 @17
Medium steers.....	14 @16	12 @16
Helfers, good.....	13 @18	13 @18
Cows.....	9 @13	9 @13
Hind quarters, choice.....	25 @25	25 @25
Fore quarters, choice.....	16 @16	17 @17

## Beef Cuts.

Steer Loins, No. 1.....	30 @35	30 @35
Steer Loins, No. 2.....	30 @35	30 @35
Steer Short Loins, No. 1.....	30 @43	30 @43
Steer Short Loins, No. 2.....	38 @39	38 @39
Steer Loin Ends (hips).....	26 @26	26 @26
Steer Loin Ends, No. 2.....	25 @25	25 @25
Cow Loins.....	20 @20	19 @19
Cow Short Loins.....	26 @26	19 @19
Cow Loin Ends (hips).....	16 @16	16 @16
Steer Ribs, No. 1.....	24 @27	22 @22
Steer Ribs, No. 2.....	22 @22	22 @22
Cow Ribs, No. 1.....	17 @17	17 @17
Cow Ribs, No. 2.....	11 @11	11 @11
Steer Rounds, No. 1.....	15 1/4 @15 1/4	15 1/4 @15 1/4
Steer Rounds, No. 2.....	15 @15	15 @15
Steer Chucks, No. 1.....	14 1/4 @14 1/4	13 1/4 @13 1/4
Steer Chucks, No. 2.....	13 1/4 @13 1/4	12 @12
Cow Rounds.....	13 1/4 @13 1/4	10 @10
Cow Chucks.....	11 1/4 @11 1/4	10 @10
Steer Plates.....	11 @11	9 1/2 @13 1/2
Medium Plates.....	8 1/4 @8 1/4	8 1/4 @8 1/4
Briskets, No. 1.....	16 @16	16 @16
Briskets, No. 2.....	12 @12	12 @12
Steer Navel Ends.....	8 1/4 @8 1/4	8 1/4 @8 1/4
Cow Navel Ends.....	8 1/4 @8 1/4	7 1/4 @7 1/4
Fore Shanks.....	7 1/4 @7 1/4	7 1/4 @7 1/4
Hind Shanks.....	6 @6	6 @6
Rolls.....	21 @21	20 @20
Strip Loins, No. 1, boneless.....	45 @45	45 @45
Strip Loins, No. 2.....	40 @40	40 @40
Strip Loins, No. 3.....	35 @35	35 @35
Sirloin Butts, No. 1.....	30 @30	30 @30
Sirloin Butts, No. 2.....	22 @22	22 @22
Sirloin Butts, No. 3.....	15 @15	15 @15
Beef Tenderloins, No. 1.....	70 @70	70 @70
Beef Tenderloins, No. 2.....	65 @65	65 @65
Rump Butts.....	18 @18	18 @18
Flank Steaks.....	15 @15	15 @15
Shoulder Clods.....	15 @15	15 @15
Hanging Tenderloins.....	10 @10	10 @10

## Beef Products.

Brains (per lb.).....	11 @13	11 1/4 @12 1/4
Hearts.....	8 @8	8 @8
Tongues.....	22 @29	29 @30
Sweetbreads.....	12 @13	12 @13
Ox-Tail, per lb.....	6 @6	6 @6
Fresh Tripe, plain.....	6 @6	6 @6
Fresh Tripe, H. C.....	7 1/4 @7 1/4	7 1/4 @7 1/4
Livers.....	14 @14	11 @14
Kidneys, per lb.....	10 1/4 @10 1/4	9 1/4 @14

## Veal.

Choice Carcass.....	20 @22	20 @22
Good Carcass.....	15 @19	15 @19
Good Saddle.....	20 @30	20 @28
Good Backs.....	12 @16	12 @14
Medium Backs.....	10 @12	10 @12

## Veal Products.

Brains, each.....	33 @14	14 @15
Sweetbreads.....	60 @70	58 @60
Calf Livers.....	45 @45	45 @40

## Lamb.

Choice Lambs.....	26 @26	25 @25
Medium Lambs.....	24 @24	24 @24
Choice Saddles.....	29 @29	29 @30
Medium Saddles.....	28 @28	28 @28
Choice Fores.....	22 @22	22 @22
Medium Fores.....	20 @20	20 @20
Lamb Fries, per lb.....	32 @32	32 @32
Lamb Tongues, each.....	13 @13	13 @13
Lamb Kidneys, per lb.....	25 @25	25 @25

## Mutton.

Heavy Sheep.....	12 @12	12 @13
Light Sheep.....	10 @10	10 @11
Heavy Saddles.....	14 @14	14 @15
Light Saddles.....	18 @18	18 @18
Heavy Fores.....	10 @10	10 @10
Light Fores.....	14 @14	14 @14
Mutton Legs.....	20 @20	20 @20
Mutton Loins.....	15 @15	15 @15
Mutton Stew.....	10 @10	10 @12
Sheep Tongues, each.....	13 @13	13 @13
Sheep Heads, each.....	10 @10	10 @10

## Fresh Pork, Etc.

Dressed Hogs.....	17 1/4 @19	23 @25
Pork Loins, 8@10 lbs. avg.....	21 @22	23 @24
Hams.....	26 @26	26 @30
Bellevue.....	28 @28	28 @29
Calves.....	17 @17	18 1/4 @18 1/4
Skinned Shoulders.....	16 @17	16 @17
Tenderloins.....	55 @58	50 @52
Spare Ribs.....	15 @16	15 @16
Leaf Lard.....	14 @14	14 @15
Back Fat.....	13 @14	13 @14
Butts.....	21 @21	19 @20
Hocks.....	17 @17	16 @16
Tails.....	15 @15	15 @15
Neck Bones.....	5 @6	5 @6
Tail Bones.....	12 @12	12 @12
Slip Bones.....	9 @9	9 @9
Blade Bones.....	14 @14	14 @15
Pigs Feet.....	6 @6	6 @6
Kidneys, per lb.....	8 @8	8 @8
Livers.....	5 1/4 @5 1/4	5 1/4 @5 1/4
Brains.....	15 @15	14 @15
Ears.....	9 @9	9 @9
Snouts.....	5 @5	5 @11
Heads.....	10 @10	10 @10

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	28 @28
Country style sausage, fresh in link.....	20 @20
Country style sausage, fresh in bulk.....	18 @18
Country style sausage, smoked.....	25 @25
Mixed sausage, fresh.....	16 @16
Frankfurts in sheep casings.....	23 @23
Frankfurts in pork casings.....	22 @22
Bologna in beef bungs, choice.....	16 @16
Bologna in cloth, paraffined, choice.....	14 1/4 @14 1/4
Bologna in beef middles, choice.....	16 @16
Liver sausage in hog bungs.....	23 @23
Liver sausage in beef rounds.....	12 @12
Head cheese.....	14 @14
New England luncheon specialty.....	28 @28
Liberty luncheon specialty.....	21 @21
Mixed luncheon specialty.....	15 @15
Tongue sausage.....	23 @23
Blood sausage.....	17 @17
Polish sausage.....	16 @16
Souse.....	16 @16

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	54 @54
Cervelat, new condition, in hog bungs.....	23 @23
Cervelat, new condition, in beef middles.....	23 @23
Thuringer Cervelat.....	26 @26
Farmer.....	32 @32
Holsteiner.....	31 @31
B. C. Salami, choice.....	50 @50
Milano Salami, choice in hog bungs.....	51 @51
B. C. Salami, new condition.....	27 @27
Frisches, choice, in hog middles.....	45 @45
Genoa style Salami.....	58 @58
Pepperoni.....	45 @45
Mortadella, new condition.....	27 @27
Capicola.....	50 @50
Italian style hams.....	48 @48
Virginia hams.....	52 @52

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings—	
Small tin, 2 to crate.....	8.50
Large tin, 1 to crate.....	9.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tin, 1 to crate.....	9.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tin, 1 to crate.....	8.50

## SAUSAGE MATERIALS.

Regular pork trimmings.....	9 1/4 @9 1/4
Special lean pork trimmings.....	16 @16
Extra lean pork trimmings.....	19 @19
Neck bone trimmings.....	12 @12 1/2
Pork cheek meat.....	9 @9 1/2
Pork hearts.....	8 @8
Fancy boneless bull meat (heavy).....	13 @13
Boneless chucks.....	10 1/2 @11
Shank meat.....	9 1/2 @9 1/2
No. 1 beef trimmings.....	8 1/2 @9
Beef hearts.....	6 1/2 @6
Beef cheeks (trimmed).....	8 @8 1/4
Dr. canner cows, 300 lbs. and up.....	8 @8 1/4
Dr. cutters, 400 lbs. and up.....	9 1/4 @9 1/4
Dr. bologna bulls, 500@700 lbs.....	10 @10
Beef tripe.....	3 1/4 @4
Cured pork tongues (can. trim.).....	17 1/4 @18

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

## SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets per tierce, per set.....	21 @21
Beef rounds, domestic, 140 sets per tierce, per set.....	30 @30
Beef rounds, export, 225 sets per tierce, per set.....	28 @28
Beef middles, 110 sets per tierce, per set.....	1.18 @1.18
Beef bungs, No. 1, 400 pieces per tierce, per piece.....	22 1/4 @23
Beef bungs, No. 2, 400 pieces per tierce, per piece.....	15 @15
Beef weasands, No. 1, per piece.....	12 @12
Beef weasands, No. 2, per piece.....	9 @9
Beef bladders, small, per dozen.....	1.35 @1.35
Beef bladders, medium, per dozen.....	1.85 @1.85
Beef bladders, large, per dozen.....	2.35 @2.35
Hog casings, medium, per bbl. 100 yds.....	2.25 @2.25
Hog casings, narrow, per lb. f.o.b.....	3.00 @3.00
Hog middles, without cap, per set.....	16 @16
Hog middles, with cap, per set.....	20 @20
Hog bungs, export.....	39 @39
Hog bungs, large prime.....	27 @27
Hog bungs, medium.....	20 @20
Hog bungs, small prime.....	12 @12
Hog bungs, narrow.....	7 @7
Hog stomachs, per piece.....	8 @8

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00 @14.00
Honeycomb tripe, 200-lb. bbl.....	16.00 @16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00 @18.00
Pork feet, 200-lb. bbl.....	17.50 @17.50
Pork tongues, 200-lb. bbl.....	63.00 @63.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00 @42.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00 @51.00

## BARRKLED PORK AND BEEF.

Mess pork, regular.....	35.00 @35.00
Family back pork, 20 to 34 pieces.....	37.00 @37.00
Family back pork, 35 to 45 pieces.....	38.00 @38.00
Clear back pork, 40 to 50 pieces.....	29.00 @29.00
Clear plate pork, 35 to 45 pieces.....	24.00 @24.00
Clear plate pork, 25 to 35 pieces.....	25.00 @25.00
Brisket pork.....	32.50 @32.50
Benn pork.....	24.00 @24.00
Plate beef.....	20.50 @20.50
Extra plate beef, 200 lb. bbl.....	22.00 @22.00

## COOPERAGE.

Ash pork barrels, black iron hoops.....	1.67 1/2 @1.72 1/2
Oak pork barrels, black iron hoops.....	1.90 @1.95
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @1.92 1/2
White oak hamp tiers.....	3.25 @3.25
Red oak hamp tiers.....	2.37 1/4 @2.40
White oak hamp tiers.....	2.57 1/4 @2.62 1/4

## OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	23 @23
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	20 1/2 @20 1/2
Nut margarine, 1 lb. cartons, f.o.b. Chicago (30 and 60 lb. solid packed tubs, 1c per lb. less.).....	18 1/2 @18 1/2
Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	15 @15

## DRY SALT MEATS.

Extra short clears.....	15 1/4 @15 1/4
Extra short ribs.....	13 1/4 @13 1/4
Short clear middles, 60-lb. av.....	16 @16
Clear bellies, 14@16 lbs.....	15 1/4 @15 1/4
Clear bellies, 18@20 lbs.....	15 1/4 @15 1/4
Clear bellies, 25@30 lbs.....	17 1/4 @17 1/4
Rib bellies, 20@25 lbs.....	17 1/4 @17 1/4
Rib bellies, 25@30 lbs.....	17 1/4 @17 1/4
Fat backs, 10@12 lbs.....	10 1/2 @10 1/2
Fat backs, 12@14 lbs.....	12 @12
Fat backs, 14@16 lbs.....	13 @13
Regular plates.....	12 1/4 @12 1/4
Butts.....	9 @9

## WHOLESALE SMOKED MEATS

Regular hams, fancy, 14@16 lb.....	29 @29
Skinned hams, fancy, 16@18 lb.....	31 1/4 @31 1/4
Standard regular hams, 12@16 lb.....	28 @28
Picnics, 6@8 lb.....	19 1/4 @19 1/4
Standard bacon, 4@5 lb.....	29 1/4 @29 1/4
Standard bacon, 10@12 lb.....	29 1/4 @29 1/4
Standard bacon, 12@14 lb.....	27 1/4 @27 1/4
Standard bacon, strips, 6@7 lb.....	23 @23
Cooked hams, choice, skin on, surplus fat off.....	46 @46
Cooked hams, choice, skinned, surplus fat off.....	44 @44
Cooked hams, choice, skinned, surplus fat off.....	46 @46
Cooked picnics, skin on; surplus fat off.....	25 @25
Cooked picnics, skinned; surplus fat off.....	26 @26
Cooked loin roll, smoked.....	46 @46

## ANIMAL OILS.

Prime lard oil.....	14 1/4 @14 1/4
Extra winter strained.....	13 @13 1/4
Extra lard oil.....	11 @11 1/4
Extra No. 1 lard.....	10 @12
No. 1 lard oil.....	9 1/4 @10 1/4
No. 2 lard oil.....	9 1/4 @9 1/4
Pure neatfoot oil.....	12 @12 1/4
Extra neatfoot oil.....	10 @10 1/4
No. 1 neatfoot oil.....	9 1/4 @10 1/4
Acidless tallow oil.....	9 1/4 @10

## LARD (Unrefined)

Prime, steam, cash tierces.....	12.20 @12.20
Prime, steam, loose.....	11.40 @11.40
Leaf, raw.....	11.50 @11.50
Neutral lard.....	14.75 @14.75

## LARD (Refined)

Pure lard, kettle rendered, per lb. loose.....	12.75 @12.75
Pure lard, tierces.....	13.00 @13.00
Compound.....	9.75 @9.75

## OLEO OIL AND STEARINE.

Oleo oil, extra.....	10 1/4 @10 1/4
Oleo stock.....	9 1/4 @10
Prime No. 1 oleo oil.....	9 1/4 @9 1/4
Prime No. 2 oleo oil.....	9 @9 1/4
No. 3 oleo oil.....	8 1/4 @8 1/4
Prime oleo stearine, edible.....	9 @9 1/4

## TALLOWES AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	8 1/4 @8 1/4
Prime packers tallow.....	7 1/2 @8
No. 1 tallow, basis 10% f.f.a., 42 titre.....	7 1/4 @7 1/4
No. 2 tallow, basis 40% f.f.a., 40 titre.....	5 1/4 @6
Choice white grease, max. 4% acid, loose, Chicago.....	9 1/4 @9 1/4
B-White grease, max. 5% acid.....	7 @7 1/4
Yellow grease, 12-15 f.f.a.....	6 1/2 @7
Brown grease, 40 f.f.a.....	5 1/4 @5 1/4

## VEGETABLE OILS.

Crude cotton seed oil in tanks f.o.b. Valley points, nom., prompt.....	8 @8
White, deodorized in bbls., c.a.f. Chicago.....	10 1/4 @10 1/4
Yellow, deodorized, in bbls.....	10 @10 1/4
Soy stock, 50% f.f.a. basis, f.o.b. mills.....	1 @1 1/4
Corn oil in tanks, f.o.b. mills.....	8 1/4 @8 1/4
Soya bean oil, seller's tank, f.o.b. coast.....	8 1/4 @8 1/4
Cocconut oil, seller's tank, f.o.b. coast.....	8 1/4 @8 1/4
Refined in bbls., c.a.f., Chicago, nom.....	10 1/4 @10 1/4

## FERTILIZERS.

Blood, unground and ground.....	\$ 4.00@ 4.25
Hoofmeal.....	2.75@ 3.00
Ground tankage, 10 to 12%.....	3.00@ 3.25
Ground tankage, 6 to 9%.....	2.80@ 2.90
Crushed and unground tankage.....	2.85@ 3.00
Ground raw bone, per ton.....	32.00@36.00
Ground steam bone, per ton.....	27.00@30.00
Unground steam bone, per ton.....	25.00@27.00
Unground bone tankage per ton.....	14.00@17.00



# Retail Section

## Retail Bookkeeping A Simple and Workable System For the Meat Shop

Too often the keeping of books in the retail meat shop is a "hit or miss" affair. Yet nothing is more important for the retailer than to know just where he stands at all times.

To be workable, a bookkeeping system need not be elaborate. In fact, the simpler it is, the better.

In a series of articles, of which the following is one, Roy C. Lindquist, who is well known to readers of THE NATIONAL PROVISIONER, will discuss practical bookkeeping for the retail meat shop. It is written in plain language and is told in a manner that any dealer can understand.

The first article, in the issue of Jan. 22, 1927, told why the retailer should keep records.

The second, which appears here, tells how income and expense should be separated and classified.

## How to Separate and Classify Income and Expense

Records of a business have little value unless the important sources of income and items of expense are separated under proper headings.

A certain dealer visited by the writer was quite proud of his records.

"Sure I keep books," he said. "Here's my system. On one side of this book I put what I take in and on the other what I pay out. Perfectly simple, isn't it?"

### Records Were Too Simple.

"Simple" is just the word to use in describing his system for that is its only good point. And yet this can hardly be called a good point. Records must be more than just "simple," otherwise they are almost worthless.

This butcher entered all kinds of income in the "Receipts" side of his book, including cash values, collections from customers, rents from property, etc.

On the "Paid Out" side merchandise bought, all store expenses, payments on loans, fixtures, building expenses and money taken out by himself and family.

Such a system gives this man very little useful information in guiding his business. If he wanted to know what margin he cuts out of his meats, how could he tell?

Likewise, how could he tell what the cost of doing business is and the net profit?

He would not know what net income came from the store and what from the real estate.

### Records Too Complicated.

It is very true that he could get these items of information from his present records if he wanted to spend a good bit of time picking out and classifying the various items of income and expense. But

this would be too much trouble for him and so he lets the matter drop.

By classifying the income and expenses as he enters the items each day he could get this desired information quickly. There are many butchers today who keep their records in a very similar way to this man's.

What are the main reasons for keeping separate the different items of income and expense? They are:

1. **The proprietor can keep a better control over the business.** By separating the sources of income the dealer will know the volume of sales of the business proper, the gross income from other sources, as well as the net profit of each of these. By classifying the expenses, he can keep a close watch over them.

The first step in keeping down expenses is to know exactly how much each one amounts to. These amounts can be compared with previous periods and thus the butcher can tell which item needs special attention.

Of course, there are certain expenses as rent and wages (in the small shop) which seldom change and over which the proprietor has little control. But over the other expenses (including wages of the larger shops) the butcher has more or less control.

2. **The Income Tax report can be filled out quickly and properly.** What a lot of worry is caused many butchers in filing the Income Tax report because they have not separated the important items of income and expense!

Such difficulties vanish when the various accounts are kept separate during the year. The Income Tax Department requires this separation of accounts and a butcher who does so should feel quite proud that he can give Uncle Sam a complete and accurate report of his business.

3. **The butcher can take full advantage of the recent cost studies made of the retail meat business.**

By classifying his own accounts the dealer can compare his margins, important expenses, etc., based on a percentage

of sales, with those of the trade. The writer knows many butchers who have received direct benefits by comparing their figures with the average. One dealer cut his wage expense from 18 to 12 per cent of sales.

### Avoid Red Tape.

In keeping income and expense accounts separate the writer wishes to repeat what was said in the first article; that is, no unusual burden or red-tape should be involved. This should be done in as simple and automatic a way as possible. The butcher is not in the meat business just to keep books.

In the following classification of accounts given, the writer has tried to make his suggestions as practical as possible. All the accounts and instructions given naturally do not apply to every store, but the writer's intention is to meet the conditions of most stores and the reader can pick out the suggestions meeting the needs of his own type of store.

The income accounts should be separated as follows:

### 1. CASH RECEIPTS.

Cash sales.

Collections from charge customers.

(These should be treated separately where the charge business is fairly large.)

Rentals from buildings.

Miscellaneous income.

(This would include additional cash invested in business, proceeds from loans, interest and dividends from investments, etc.)

### 2. CHARGE SALES.

Where the charge business is fairly large the total amount of credit sales for each day ought to be entered in this account. This can be easily done where the dealer has an adding machine or a cashier. In some cases, the proprietor may find it difficult to do this. In the next article the determining of the charge business for a period by another method will be explained.

The expense accounts should be classified as follows:

### MERCHANDISE PURCHASES.

Should include only merchandise bought for resale and not such items as paper, twine, sawdust, ice, etc. In this account should also go miscellaneous items as chicken feed, casings, spices, express charges, etc. These expenses are really part of the cost of goods sold rather than selling expenses. Where these items run quite high, separate accounts can be kept for them.

### WAGES.

Should be separated as follows:

(1) Wages of meat cutters, cashier, etc.

(2) Delivery wages.

Any wage the proprietor draws should be charged to his personal account.

### RENT.

Should include rent paid for store only and not rent of garage or barn. Where proprietor owns his store building no account will be kept for rent unless he owns considerable real estate and keeps a separate bank account for such purposes.

### HEAT AND LIGHT.

In this account will be entered gas and electric bills, coal and other fuel, upkeep of globes, bulbs, etc.

## He Missed It!

Men in the meat trade who make use of the practical information given them by THE NATIONAL PROVISIONER find it one of their best investments.

Here is a retail meat dealer who let his subscription lapse, and when the paper stopped coming, he soon missed it. Says he:

Editor THE NATIONAL PROVISIONER:  
Will you kindly send me statement of what I am owing you? I should have paid sooner, as I sure miss THE NATIONAL PROVISIONER. I don't want to miss any more copies!



**ICE AND REFRIGERATION.**

Ice bills, power bill for motor (where ice machine is used) repairs to ice box or machine, and any supplies for ice machine.

**WRAPPINGS.**

Paper, twine, bags, skewers, kraut and oyster pails, butter and lard dishes, etc.

**DELIVERY EXPENSE.**

Expenses for auto truck, horse and wagon or bicycle. Should include, besides the ordinary running expenses, rent of garage or barn, insurance, taxes, and repairs for such equipment. Where two trucks are kept, one for going to market and the other for delivery, the expense of each ought to be handled separately.

**INSURANCE AND TAXES.**

On store fixtures only. Income taxes paid should be charged to personal account according to government ruling. Employees' compensation insurance should also be included in "Insurance and Taxes."

**ADVERTISING.**

All forms of advertising used, including signs, posters, maintenance of electric signs, handbills, newspapers, programs, tickets bought, etc.

**MISCELLANEOUS EXPENSE.**

Laundry, sawdust, telephone, stationery and postage, office supplies, decorating, repairs, (store fixtures only), knives—sharpening, saw blades, donations, etc. In larger stores some of these items can be kept separately where large enough.

Where one bank account is used for both store and real estate, all expenses on buildings should be entered here. A small book could be kept where the building expense is classified into repairs, taxes, decorating, etc. Where store building is owned the decorating of shop itself should be charged to expense of business rather than to building since tenants usually pay this expense.

Money will be paid out for other purposes, which are, strictly speaking, not expenses. Accounts for these will include:

**PERSONAL.**

All money withdrawn by owner from the business, including amount he may take out as a wage.

**PAID CREDITORS ON ACCOUNT.**

Statements paid for credit purchases of merchandise.

**PAID ON LOANS.**

Could be combined, if desired, with "Paid Creditors On Account."

**PAID ON FIXTURES AND EQUIPMENT.**

Initial payments made, installments paid, or purchases by cash.

There are also "invisible" expenses as bad debts, depreciation, rental value of space used in proprietor's own building, and wages earned by proprietor and family.

These items should not be entered in the books but should be included on the Profit and Loss statement made for any period. Further explanation of these will be given in a subsequent article.

As previously stated, these articles will not advocate any special brand of book-keeping system but will aim to bring out the many problems arising in meat market accounting and practical solutions for them.

Suggestions given can be applied to any type of system the butcher may keep.

The next article will explain how to determine the sale of merchandise and cost of goods sold for any one period.

**DETROIT RETAILERS MEET.**

Guests at the fourth annual banquet of the Retail Meat Merchants of Detroit held recently at Hotel Statler, numbered 350. It was a live-wire meeting, characteristic of Detroit retailers' affairs. Emil Schwartz was master of ceremonies, presenting Past President John A. Petz with a white gold watch, a gift from the association.

Short talks were given by Councilman Phillip A. Callahan; Henry Endries, secretary of the Board of Health; and Chas. Meyers of Armour & Co., Chicago. Representatives were present from many of the packers and wholesalers in Detroit.

**Tell This to Your Customers**

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

**BEEF BY-PRODUCTS IMPORTANT.**

[EDITOR'S NOTE.—This informative talk on beef by-products and their value, written from the standpoint of the consumer, will interest every person who eats meat.

It is one of a series of such talks written by B. F. McCarthy, head of the New York office of the U. S. Bureau of Agricultural Economics, who is one of the liveliest boosters of meat in the East. The talks were delivered over radio station WNYC.]

When salesmen in the stockyards sell a carload or a trainload of cattle they sell material that is made into numerous articles besides meat.

For instance, the animal has a hide which is used to make leather, and later manufactured into handbags, pocketbooks, boots, shoes, harnesses, belting and many other articles of every day use.

The hair may be made into cushions and upholstering, as well as brushes that sometimes pass as "camel's hair."

Horns, hoofs and bones are almost magically changed into combs, buttons, knife handles, pipe stems, crochet needles, etc., while the surplus is ground into bone-meal for fertilizing or converted into charcoal for sugar refining.

Candles, soaps, oleomargarine and glycerin are made from the various fats and serve a useful purpose in our complex civilization.

While the meat derived from slaughter is the principal factor in determining the market value of live animals, the price the packer receives for by-products has a close relationship to the values placed upon livestock.

It has often been said that the major portion of profits are derived from the conversion of waste into useful articles.

**NEWS OF THE RETAILERS.**

The Skaggs Chain Store Co., meats and groceries, will open a store at Redding, Calif.

The "M" System grocery store is opening a meat market at Walters, Okla.

O. O. Wooster has opened a new meat market on South Mill street, Beloit, Kans.

Harry J. Hanlan has purchased the Milwaukee Meat Market at 405 East Douglas street, Wichita, Kans.

Ralph Daily has purchased the business of the City Meat Market at Waverly, Kans.

A. P. Decker has purchased the business of the Stainke Meat Market, McCune, Kans.

O. U. Powell has purchased the Brown meat market at 540 Umatilla avenue, Portland, Ore.

Charles L. May has purchased the meat business of Kirby Brothers, Ashland, Ore.

O. J. Meckes has purchased the meat department of W. H. Miller, 1395 Fremont street, Portland, Ore., and will operate it as Meckes Market No. 3.

F. G. Bean has purchased the meat business of D. A. Dyer, 68th and Sandy boulevard, Portland, Ore.

Kirby Bros., Ashland, Ore., have sold out their meat business to Chas. L. May.

Bert Dean, Walla Walla, Wash., has sold the Central Meat Market to Chas. A. Briggs.

The Aurora Market has been incorporated in Seattle, Wash., with a capital stock of \$5,000, by J. F. Crane and others.

Wenatchee Meat & Grocery Co., Wenatchee, Wash., has been incorporated with a capital stock of \$20,000.

The E. S. Kramer Meat Market, Mason City, Ia., has been sold to W. Tryznye.



**MEAT DISPLAY ATTRACTS ATTENTION AT EASTERN SHOW.**

One of the features of the New Haven Progress Exposition, held recently in New Haven, Conn., was an extensive exhibit of hams, bacon, lard, cooked ham, frankfurts, sausage and other meat products, both uncooked and ready to serve, put on by the Sperry & Barnes Co., well-known New Haven packers. At the top of the tastefully arranged display was a large representation of a hog, bearing this sign: "The Sperry & Barnes Co., pork packers for over fifty years in New Haven."

An adjoining display featured the Frigidaire electric refrigerating system. A small display case equipped with Frigidaire and filled with Sperry & Barnes sliced bacon, pork sausage, frankfurts and various kinds of ready-to-serve meats showed visiting retailers some "new wrinkles" in displaying these meat products in an attractive and attention-compelling manner.

# New York Section

## Among Retail Meat Dealers

On Wednesday evening of last week the Bronx Branch, New York State Association of Retail Meat Dealers, Inc., held an interesting meeting. Probably the most important matter discussed was the masquerade which will be held at Ebling's Casino on Thursday evening, February 17. From present indications this affair will be larger than ever, great interest being taken in it. On account of the dance on the 17th, the regular meeting will be held on the 15th (Tuesday) instead of the 16th, in order that members may not have two meetings in succession.

On Wednesday evening of last week State President George Kramer and Moe Loeb took a trip to Philadelphia to join a conference of the retail meat dealers in that city. Mr. Kramer states that the Philadelphia Branch of the National Association of Retail Meat Dealers, Inc., is progressing nicely.

On Tuesday evening of this week Washington Heights Branch, New York State Association of Retail Meat Dealers, Inc., held another enthusiastic meeting. A membership drive has been started in earnest and President Charles Hembdt feels this, in addition to the renewed interest manifested by the members, will do much good for the welfare of the Branch. Fred Hirsch, business manager of the Bronx Branch, and Gus Backes were visitors.

Mildred Hembdt, eldest daughter of Mr.

and Mrs. Charles Hembdt of Washington Heights, celebrated a birthday on Tuesday of this week by a family dinner and a quiet evening at home.

## NEW YORK NEWS NOTES.

A. E. Bump, construction department, Swift & Company, Boston, was a visitor to the city this week.

T. W. Taliaferro, president of the Hammond Standish Company, Detroit, Mich., was a recent visitor to the city.

Dr. Arthur Lowenstein of Chicago has been spending a few days visiting in the New York plant of Wilson & Co.

R. Diamond, in charge of the provision department of the William Davies Company, Toronto, Canada, was in New York recently.

Walter W. Krenning, of the St. Louis Independent Packing Company, St. Louis, Mo., with Mrs. Krenning, spent last week in New York.

Dr. J. J. Hayes, assistant general superintendent, and W. N. Scott, S. M. Gallo-way, R. C. Clark and E. P. Murphy, of the architects' department, Armour and Company, Chicago, were visitors to the city this week.

The Wilson Fellowship Club will hold a beefsteak dinner and dance in the offices of the company, 816 First Avenue, on Saturday, February 26, at 6:30 p. m. From

the way the tickets are going, the evening bids fair to be a merry one.

The advertising campaign begun by Otto Stahl, Inc., in daily newspapers and bill posters on November 29th last, ended on February 4th of this year. The campaign "went over with a bang," and proved very satisfactory to the management.

The Manhattan Sanitary Inspection Association, of which W. A. Lynde has been chairman for the last year, will hold their annual meeting and beefsteak dinner at the Columbia Club at 325 West 108th Street on the evening of Tuesday, February 15th, at 7:00 p. m. It is hoped that the former chairman, W. H. Noyes, will also be present.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending February 5, 1927: Meat.—Brooklyn, 1,803 lbs.; Manhattan, 276 lbs.; Queens, 17 lbs.; total, 2,096 lbs. Fish.—Manhattan, 31 lbs. Poultry and Game.—Brooklyn, 58 lbs.; Manhattan, 367 lbs.; total, 425 lbs.

Frank P. Burck, chairman of the New York Meat Council, and an active member for a number of years of the Brooklyn Branch, New York State Association of Retail Meat Dealers, Inc., had a birthday on February 9th. It was celebrated by his family and a number of friends by an excellent dinner at his home on Wednesday evening of this week. Mr. Burck was the recipient of many beautiful gifts, telegrams, cards and letters of congratulation from his many friends.

Isaac Roth, of Roth & Co., Newark, N. J., passed away at his home in Elberon, N. J., on Thursday of last week. Mr. Roth was head of the chain of meat stores operating under the name of Roth & Company, and while not in robust health during the past year, he was in constant touch with the business. Mr. Roth was a member of the Newark Athletic Club, the Progress Club and the New Jersey Road Horse Association. In addition to his two brothers, Jacob and Moses, who were associated with him in business, he is survived by three sisters.

## NEW YORK MEAT CLASS STARTS.

The meat packing class which is being held at Columbia University in New York, got away to a very successful start at its first meeting last week, when 63 attended the opening session. The classes are being held each Thursday evening between 6 and 8.

The opening lecture was delivered by H. G. Mills, manager of the New York Butchers' Dressed Meat Co. He discussed the selling of meats from the slaughterhouse and branch house point of view. Pendleton Dudley, eastern director of the Institute of American Meat Packers, was also present to help start the course.

## FERTILIZER EXPERT DIES.

Word has been received that R. R. Wilson, purchasing agent of the Virginia-Carolina Chemical Co., Richmond, Va., died recently at his home in Richmond, Va. Funeral services were held in New York, and burial was made at Bethel, Vt.

Mr. Wilson was associated with the Consolidated Rendering Co., Boston, Mass., for many years, and was well known among members of the fertilizer industry.

## WHOLESALE DRESSED MEAT PRICES.

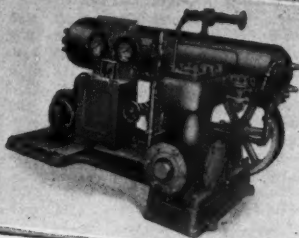
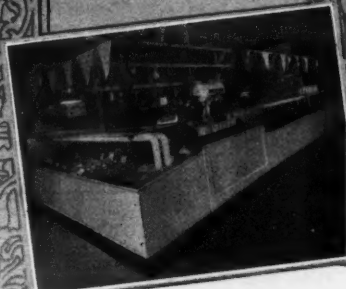
Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Feb. 10, 1927, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
STEERS (Hvy. Wt., 700 lbs. up):				
Choice	\$15.50@17.00	\$16.50@17.00	\$16.50@18.00	
Good	14.50@15.50	15.00@16.50	15.00@16.50	15.50@17.00
STEERS (Lt. & Med. Wt., 700 lbs. down):				
Choice	17.50@20.00		17.00@20.00	18.00@20.00
Good	15.00@17.00		15.00@17.00	15.50@17.00
STEERS (All Weights):				
Medium	13.00@15.00	13.50@15.00	13.50@15.50	14.00@15.00
Common	11.50@13.00		12.50@13.00	
COWS:				
Good	13.50@14.50	12.00@13.00	12.50@14.00	12.50@13.50
Medium	12.00@13.50	11.00@12.00	11.00@12.50	11.50@12.50
Common	10.50@12.00	10.00@11.00	10.00@11.00	10.50@11.50
<b>Fresh Veal (1):</b>				
VEALERS:				
Choice	20.00@22.00		21.00@24.00	22.00@23.00
Good	18.00@20.00		19.00@23.00	20.00@22.00
Medium	16.00@18.00	16.00@18.00	17.00@21.00	17.00@19.00
Common	14.00@16.00	14.00@16.00	14.00@19.00	
<b>CALF CARCASSES (2):</b>				
Choice				
Good	18.00@20.00	16.00@17.00	16.00@17.00	16.00@18.00
Medium	14.00@17.00	15.00@16.00	14.00@16.00	15.00@16.00
Common	11.00@14.00	13.00@15.00	12.00@14.00	14.00@15.00
<b>Fresh Lamb and Mutton:</b>				
LAMB (30-42 lbs.):				
Choice	24.00@25.00	24.00@25.00	22.00@24.00	24.00@26.00
Good	22.00@24.00	22.00@24.00	21.00@23.00	22.00@24.00
LAMB (42-55 lbs.):				
Choice		22.00@24.00	21.00@23.00	22.00@24.00
Good		20.00@23.00	20.00@22.00	20.00@22.00
LAMB (All Weights):				
Medium	20.00@22.00	19.00@22.00	19.00@22.00	21.00@22.00
Common	18.00@20.00	17.00@19.00	17.00@19.00	16.00@20.00
MUTTON (Ewes):				
Good	15.00@17.00	15.00@17.00	14.00@16.00	15.00@17.00
Medium	13.00@15.00	13.00@15.00	12.00@14.00	13.00@15.00
Common	11.00@13.00	10.00@13.00	10.00@12.00	11.00@13.00
<b>Fresh Pork Cuts:</b>				
LOINS:				
8-10 lb. av.	22.00@24.00	20.50@22.00	20.00@22.00	20.00@23.00
10-12 lb. av.	21.00@23.00	19.50@21.00	19.00@21.00	19.00@22.00
12-15 lb. av.	19.00@21.00	18.50@20.00	18.00@20.00	18.00@20.00
15-18 lb. av.	18.00@19.00	17.50@19.00	17.50@20.00	18.00@19.00
18-22 lb. av.	17.00@18.00	16.50@18.00	17.00@19.00	17.00@18.00
SHOULDERS:				
N. Y. Style: Skinned	15.50@16.50		16.00@18.00	16.00@19.00
PICNICS:				
4-6 lb. av.		16.00@17.00	16.00@18.00	17.00@18.00
6-8 lb. av.		15.00@16.50	15.00@17.00	15.00@17.00
BUTTS: Boston Style	19.00@20.00		20.00@23.00	19.00@20.00
SPARE RIBS: Half Sheets	14.00@15.50			
TRIMMINGS:				
Regular	9.50@10.50			
Lean	17.50@19.50			

(1) Includes "skin on" at New York and Chicago.

(2) Includes sides at Boston and Philadelphia.





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Cheese  
Butter  
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# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, bulk	\$10.75@11.00
Cows, cutters	2.65@ 4.75
Bulls	7.00@ 7.25

## LIVE CALVES.

Calves, bulk	\$13.00@17.00
Calves, culls, per 100 lbs.	6.00@12.00

## LIVE SHEEP AND LAMBS.

Lambs, top	\$13.00@13.50
Lambs, bulk	12.00@12.75

## LIVE HOGS.

Hogs, heavy	\$12.50@12.60
Hogs, medium	12.85@12.95
Hogs, 160 lbs.	13.00@13.25
Hogs, 140 lbs.	13.25@13.35
Pigs, under 80 lbs.	12.85@13.00
Good pigs	12.20@12.30
Roughs	10.75@11.00
Good Roughs	@11.25

## DRESSED HOGS.

Hogs, heavy	19 1/2 @19 1/2
Hogs, 180 lbs.	@20 1/4
Hogs, 160 lbs.	@20 1/2
Pigs, 80 lbs.	@21
Pigs, under 140 lbs.	@20 1/4

## DRESSED BEEF.

### CITY DRESSED.

Choice, native heavy	19 @20
Choice, native light	19 @23
Native, common to fair	16 @18

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	17 @19
Native choice yearlings, 400@600 lbs.	18 @20
Western steers, 600@800 lbs.	15 @16
Texas steers, 400@600 lbs.	14 @15
Good to choice heifers	17 @18
Good to choice cows	12 @13
Common to fair cows	10 @11
Fresh bologna bulls	11 @12

## BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @23	24 @23
No. 2 ribs	18 @20	20 @23
No. 3 ribs	16 @16	15 @20
No. 1 loins	29 @30	30 @32
No. 2 loins	25 @27	26 @28
No. 3 loins	22 @24	22 @24
No. 1 hinds and ribs	19 @21	19 @23
No. 2 hinds and ribs	17 @18	16 @21
No. 3 hinds and ribs	14 @15	15 @16
No. 1 rounds	16 @16	16 @17
No. 2 rounds	15 @15	14 @15
No. 3 rounds	14 @14	13 @13
No. 1 chucks	14 @15	15 @17
No. 2 chucks	12 @13	12 1/2 @14
No. 3 chucks	11 @11	11 @12
Bolognas	@ 6	12 @14
Rolls, reg., 6@8 lbs. avg.	22 @23	
Rolls, reg., 4@6 lbs. avg.	17 @16	
Tenderloins, 4@6 lbs. avg.	00 @70	
Tenderloins, 5@6 lbs. avg.	00 @90	
Shoulder clods	10 @11	

## DRESSED CALVES.

Prime	26 @28
Choice	23 @25
Good	20 @22
Medium	17 @19

## DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	24 @25
Good lambs	23 @24
Lambs, poor grade	20 @22
Sheep, choice	16 @18
Sheep, medium to good	15 @16
Sheep, culls	8 @10

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	26 @27
Hams, 10@12 lbs. avg.	25 @26
Hams, 12@14 lbs. avg.	25 @26
Picnics, 4@6 lbs. avg.	17 1/2 @18
Picnics, 6@8 lbs. avg.	17 @18
Bollettes, 6@8 lbs. avg.	18 @19
Beef tongue, light	25 @27
Beef tongue, heavy	28 @30
Bacon, boneless, Western	28 @29
Bacon, boneless, city	24 @25
Pickled bellies, 8@10 lbs. avg.	20 1/2 @21

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	21 @22
Pork tenderloins, fresh	45 @50
Pork tenderloins, frozen	35 @40
Shoulders, city, 10@12 lbs. avg.	18 @19
Shoulders, Western, 10@12 lbs. avg.	17 @18
Butts, boneless, Western	25 @26
Butts, regular, Western	20 @21
Hams, Western, fresh, 10@12 lbs. avg.	26 @27
Hams, city, fresh, 6@10 lbs. avg.	28 @29
Picnic hams, Western, fresh, 6@8 lbs. avg.	16 @17
Pork trimmings, extra lean	19 @20
Pork trimmings, regular 50% lean	11 @12
Spare ribs, fresh	16 @17
Leaf lard, raw	14 @15

## BONES, HOOFES AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 75.00
Black hooes, per ton	45.00@ 50.00
Striped hooes, per ton	45.00@ 50.00
White hooes, per ton	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@100.00
Horns, avg. 7 1/2 oz. and over, No. 1s.	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.	200.00@225.00

## FANCY MEATS.

Fresh steer tongues, untrimmed.	@28c a pound
Fresh steer tongues, l. c. trim'd	@38c a pound
Sweetbreads, beef	@65c a pound
Sweetbreads, veal	@1.00 a pair
Beef kidneys	@15c a pound
Mutton kidneys	@ 8c each
Livers, beef	@25c a pound
Oxtails	@18c a pound
Beef hanging tenders	@24c a pound
Lamb fries	@10c a pair

## BUTCHERS' FAT.

Shop fat	@ 2 1/2
Breast fat	@ 4
Edible suet	@ 5
Cond. suet	@ 4 1/2
Bones	@20

## SPICES.

	Whole.	Ground.
Pepper, white	46	49
Pepper, black	26	29
Pepper, Cayenne	23	29
Pepper, red	..	..
Allspice	18½	21½
Cinnamon	14	17
Coriander	8	11
Cloves	23	28
Ginger	..	16
Mace	1.15	1.25
Nutmeg	..	46

## GREEN CALFSKINS.

	5-9 1/2-12 1/4	12 1/4-14	14-18	18 up
Prime No. 1 Veals	1.19	2.15	2.45	2.65
Prime No. 2 Veals	1.17	1.95	2.20	2.40
Buttermilk No. 1	1.16	1.80	2.10	2.30
Buttermilk No. 2	1.14	1.60	1.85	2.05
Branded grubby	1.11	1.20	1.45	1.65
Number 3	.. ..	At value	.. ..	.. ..

## CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls. per lb.
Double refined saltpetre, granulated	6 1/4c	6 1/4c
Double refined saltpetre, small crystal	7 1/4c	7 1/4c
Double refined large crystal saltpetre	8 1/4c	8 1/4c
Double refined nitrate soda, granulated	4 1/4c	4c
In 25 barrel lots	.. ..	.. ..
Double refined saltpetre, granulated	6 1/4c	6c
Double refined saltpetre, small crystal	7 1/4c	7 1/4c
Double refined saltpetre, large crystal	8 1/4c	8c
Double refined nitrate soda, granulated	4c	3 1/2c
Carload lots:	.. ..	.. ..
Double refined saltpetre, granulated	6c	5 1/2c
Double refined nitrate soda, granulated	3 1/2c	3 1/2c

## DRESSED POULTRY.

### FRESH KILLED.

Chickens—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	25 @28
Western, 48 to 54 lbs. to dozen, lb.	24 @27
Western, 48 to 47 lbs. to dozen, lb.	24 @26
Western, 38 to 42 lbs. to dozen, lb.	23 @25
Western, 31 to 35 lbs. to dozen, lb.	23 @24
Chickens—fresh—dry pkd.—prime to fry—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	29 @32
Western, 48 to 54 lbs. to dozen, lb.	28 @30

Western, 43 to 47 lbs. to dozen, lb.	27 @29
Western, 36 to 42 lbs. to dozen, lb.	26 @28
Western, 31 to 35 lbs. to dozen, lb.	26 @28
Fowls—frozen—dry packed—prime to fry—12 to box:	
Western, 60 to 65 lbs., lb.	33 @33
Western, 55 to 59 lbs., lb.	33 @33
Western, 43 to 47 lbs., lb.	31 @31
Western, 30 to 35 lbs., lb.	27 @27

### Ducks—

Long Island, No. 1, bbls.	30 @33
Squabs—	
White, 11 to 12 lbs. to dozen, per lb.	.05@1.00
Prime, dark, per dozen	4.00@5.00

## LIVE POULTRY.

Fowls, colored, per lb., via express	31 @32
Ducks, Long Island spring, via express	30 @30
Geese, swan, via freight or express	14 @14
Turkeys, via express	45 @50
Pigeons, per pair, via freight or express	50 @50
Guineas, per pair, via freight or express	60 @60

## BUTTER.

Creamery, extras (92 score)	@52
Creamery, firsts (90 to 91 score)	51 @51 1/2
Creamery, seconds	47 @48 1/2
Creamery, lower grades	44 @46

## EGGS.

Extras, per dozen	39 @40
Extra firsts	37 1/2 @38
Firsts	34 1/2 @35 1/2
Checks	27 @20

## FERTILIZER MATERIALS.

### BAKES NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, delivered per 100 lbs.	@ 2.50
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@ 2.55
Blood, dried, 15-16% per unit	@ 4.50
Fish scrap, dried 11% ammonia, 15% B, 10% B. P. L.	nominal
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.10@ 4.10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	nominal
Soda Nitrate, in bags, 100 lbs. spot	@ 2.63
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	4.25@ 4.25c
Tankage, unground, 9@10% ammonia	3.75@ 3.75c
Phosphates.	
Bone meal, steamed, 3 and 50 bags, per ton	@31.00
Bone meal, raw, 4 1/2 and 50 bags, per ton	@38.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	@ 8.75
Potash.	
Manure salt, 20% bulk, per ton	@11.70
Kalnit, 12.4% bulk, per ton	@ 8.70
Muriate in bags, basis 80%, per ton	@33.50
Sulphate in bags, basis 90%, per ton	@48.00
Beef.	
Cracklings, 50% unground	@ 1.15
Cracklings, 60% unground	@ 1.25
Meat Scraps, Ground.	
50%	@67.50
55%	@72.50

## BUTTER AT FOUR MARKETS.

Wholesale prices for 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending Feb. 3, 1927:

	January	28	29	31 Feb. 1	2	3
Chicago	49	50	50	49 1/2	49 1/2	49 1/2
New York	49	49 1/2	49 1/2	50	50	50 1/2
Boston	49	50	50	50	50 1/2	50 1/2
Philadelphia	49 1/2	51	50 1/2	50 1/2	51	51

Wholesale prices of carlots—fresh centralized butter, 90 score at Chicago:

48 1/2	49	49 1/2	49	49 1/2	49 1/2
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## Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1— 1927.	1926.
Chicago	26,014	28,527	30,813	213,878	251,414
New York	40,588	38,808	40,320	287,613	287,424
Boston	11,670	13,482	16,918	73,515	84,396
Philadelphia	12,679	11,286	14,841	88,792	90,479
Total	90,949	92,068	102,892	663,708	713,713

## Cold storage movement (lbs.):

	In Jan. 27	Out Jan. 27	On hand Jan. 28	Same week day last year
Chicago	128,140	4,678,377	7,993,811	
New York	47,077	160,152	3,227,932	3,219,060
Boston	26,835	47,248	1,480,791	3,940,466
Philadelphia	23,754	470,023	837,877	
Total	74,512	309,294	8,337,062	18,061,296

